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1987  
Census of  
Wholesale Trade

WC87-A-45

GEOGRAPHIC AREA SERIES

Utah



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If you have any questions concerning the statistics in this report, call (301) 763-5281.

# **1987**

## **Census of Wholesale Trade**

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WC87-A-45

GEOGRAPHIC AREA SERIES

# **Utah**

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Issued May 1989



**U.S. Department of Commerce**  
**Robert A. Mosbacher**, Secretary  
Robert Ortner, Under Secretary  
for Economic Affairs

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# INTRODUCTION

## PURPOSE AND USES OF THE ECONOMIC CENSUSES

The economic censuses are the major source of facts about the structure and functioning of the Nation's economy. They provide essential information for government, business, industry, and the general public.

*Economic censuses furnish an important part of the framework for such composite measures as the gross national product, input-output measures, production and price indexes, and other statistical series that measure short-term changes in economic conditions.*

*Policy-making agencies of the Federal Government use the data, especially in monitoring economic activity and providing assistance to business.*

*State and local governments use the data to assess business activities and tax bases within their jurisdictions and to develop programs to attract business.*

*Trade associations study trends in their own and competing industries, and keep their members informed of market changes.*

*Individual businesses use the data to locate potential markets and to analyze their own production and sales performance relative to industry or area averages.*

## AUTHORITY AND SCOPE

Title 13 of the United States Code (sections 131, 191, and 224) directs the Census Bureau to take the economic censuses every 5 years, covering years ending in 2 and 7. The 1987 Economic Censuses consist of the—

- Census of Retail Trade
- Census of Wholesale Trade
- Census of Service Industries
- Census of Transportation
- Census of Manufactures
- Census of Mineral Industries
- Census of Construction Industries

Special programs also cover enterprise statistics and minority-owned and women-owned businesses. (The 1987 Census of Agriculture and 1987 Census of Governments are conducted separately.) The next economic censuses are scheduled to be taken in 1993 covering the year 1992.

## AVAILABILITY OF THE DATA

The results of each of the economic censuses are available in printed reports, for sale by the U.S. Government Printing Office, and on microfiche, computer tape, compact discs with read-only memory, and flexible diskettes, for sale by the Census Bureau. Order forms for all types of products are available on request from Customer Services, Census Bureau, Washington, DC 20233. A more complete description of publications being issued from this census is on the inside back cover of this document.

Census facts are also widely disseminated by trade associations, business journals, and newspapers. Volumes containing census statistics are available in most major public and college libraries. Finally, State Data Centers in every State and Business and Industry Data Centers in many States also supply economic census statistics.

## WHAT'S NEW IN 1987

Several changes have taken place for the 1987 censuses. Data will be reported on the basis of the newly revised Standard Industrial Classification (SIC) system with selected reports including "bridge tables," linking the old and new classification systems. A new set of metropolitan areas has been adopted, and more detailed information will be available for businesses with no paid employees. For additional information on these changes, review the subsequent text.

## HISTORICAL INFORMATION

The economic censuses have been taken together as an integrated program at 5-year intervals since 1967, and before that for 1963, 1958, and 1954. Prior to that time, the individual censuses were taken separately at varying intervals.

The economic censuses trace their beginnings to the 1810 Decennial Census, when questions on manufacturing were included with those for population. Coverage of economic activities was expanded for 1840 and subsequent censuses to include mining and some commercial



activities. In 1902, Congress established a permanent Census Bureau and directed that a census of manufactures be taken every 5 years. The 1905 manufactures census was the first time a census was taken apart from the regular every-10-year population census.

The first census of business was taken in 1930, covering 1929. Initially it covered retail and wholesale trade, and construction industries, but it was broadened in 1933 to include some of the service trades.

The 1954 economic censuses were the first to be fully integrated—providing comparable census data across economic sectors, using consistent time periods, concepts, definitions, classifications, and reporting units. These were the first censuses to be taken by mail, using lists of firms provided by the administrative records of other federal agencies. Since 1963, administrative records have also been used to provide basic statistics as well for very small firms, reducing or eliminating the need to send them census questionnaires. The Enterprise Statistics Program, which publishes combined data from the economic censuses, was made possible with the implementation of the integrated census program in 1954.

The range of industries covered in the economic censuses has continued to expand. The Census of Construction Industries began on a regular basis in 1967, and the scope of service industries was broadened in 1967, 1977, and 1987. The Census of Transportation began in 1963 as a set of surveys covering travel, transportation of commodities, and trucks. New for 1987 are publications reporting on business establishments engaged in several transportation industries, paralleling the data on establishments in other sectors. This is part of a gradual expansion in coverage of industries previously subjected to government regulation. The Survey of Minority-Owned Business Enterprises was first conducted as a special project in 1969 and was incorporated into the economic censuses in 1972 along with the Survey of Women-Owned Businesses.

Economic censuses have also been taken in Puerto Rico since 1909, in the Virgin Islands and Guam since 1958, and in the Northern Mariana Islands since 1982.

Statistical reports from the 1982 and earlier censuses provide historical figures for the study of long-term time series, and are available in some large libraries. All of the census data published since 1967 are still available for sale on microfiche from the Census Bureau.

## AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

While the censuses provide complete enumerations every 5 years, there are many needs for more frequent data as well. The Census Bureau conducts a number of monthly, quarterly, and annual surveys, the results of which appear in publication series such as *Current Business Reports* (retail and wholesale trade and service industries), the *Annual Survey of Manufactures*, *Current Industrial Reports*, and the *Quarterly Financial Report*. Most of these surveys, while providing more frequent

observations, yield less kind-of-business and geographic detail than the censuses. The *County Business Patterns* program offers annual statistics on the number of establishments, employment, and payroll classified by industry within each county.

## SOURCES FOR MORE INFORMATION

More information about the scope, coverage, classification system, data items, and publications for each of the economic censuses and related surveys is published in the *Guide to the 1987 Economic Censuses and Related Statistics*. More information on the methodology, procedures, and history of the censuses will be published in the *History of the 1987 Economic Censuses*. Contact Customer Services for information on availability.

## CENSUS OF WHOLESALE TRADE

The 1987 Census of Wholesale Trade, part of the 1987 Economic Censuses, covered wholesale trade as defined in the Standard Industrial Classification (SIC) Manual.<sup>1</sup> It included all establishments with one or more paid employees primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional users; or to other wholesalers. Companies selling products to which they have title, as well as to those acting as agents or brokers in buying merchandise for or selling merchandise to others, are included. The census excluded governmental organizations classified in the covered industries except for wholesale liquor establishments operated by State and local governments.

The basic tabulations in this report do not include data for establishments which are "auxiliary" (primary function is providing a service, such as warehouses) to wholesale establishments with the same organization. Data for auxiliaries are presented in a subsequent report issued as part of the 1987 Enterprise Statistics reports.

Wholesale firms without employees are excluded from the census. In the census of retail trade, the sales of firms with no paid employees are derived from administrative records of other Federal agencies rather than from a direct canvass. These sources proved impractical for wholesale firms without paid employees. In the census of wholesale trade, the sales value is the gross volume of business conducted. Firms which operate wholly or partly on a commission basis must provide both the gross volume of business conducted and commission receipts on census forms. Agents and brokers do not report to other Federal agencies the gross selling value of goods. Moreover, administrative records make no distinction between commission receipts and sales by wholesalers.

Appendix A gives a more detailed explanation of census coverage and methodology.

<sup>1</sup>Standard Industrial Classification Manual: 1987. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.



## CENSUS DISCLOSURE RULES

In accordance with Federal law governing census reports, no data are published that would disclose the operations of an individual establishment or business. However, the number of establishments in a kind-of-business classification is not considered a disclosure, so this information may be released even though other information is withheld.

## GEOGRAPHIC AREAS COVERED

This report series presents data for the following areas:

1. The United States as a whole.
2. Each State and the District of Columbia.
3. Each consolidated metropolitan statistical area (CMSA) and primary metropolitan statistical area (PMSA) defined by the Office of Management and Budget as of June 30, 1987. A CMSA is an area used to facilitate the presentation and analysis of data for large concentrations of metropolitan populations. It includes two or more contiguous PMSA's which have a population of at least 1,000,000<sup>2</sup> and which meet specific criteria of urban character and of social and economic integration.
4. Each metropolitan statistical area (MSA) defined by the Office of Management and Budget as of June 30, 1987. An MSA is an integrated economic and social unit with a population nucleus of at least 50,000 inhabitants.<sup>2</sup> Each MSA consists of one or more counties meeting standards of metropolitan character; in New England, cities and towns rather than counties are the component geographic units.
5. The area within the State outside metropolitan statistical areas.
6. Each county or county equivalent.<sup>3 4</sup>
7. Each municipality of 2,500 inhabitants or more incorporated as a city, borough, village, or town.<sup>2 3</sup> For the economic censuses, census areas and boroughs in Alaska, boroughs in New York, and towns in New York and Wisconsin are not included in this category.
8. Special economic urban areas (SEUA's), which include townships in New Jersey and Pennsylvania and towns in New England with 10,000 inhabitants or more.<sup>2</sup>

<sup>2</sup>According to 1980 Census of Population or subsequent special census.

<sup>3</sup>Those defined as of January 1, 1987.

<sup>4</sup>See appendix F for Alaska, Louisiana, Maryland, Missouri, Montana, Nevada, Virginia, and District of Columbia county equivalents.

## DOLLAR VALUES

All dollar values presented in this report are expressed in current dollars, i.e., 1987 data are expressed in 1987 dollars and 1982 data in 1982 dollars. Consequently, when making comparisons to prior years, users of the data should consider the inflation that has occurred.

## RELIABILITY OF DATA

All data compiled in this report originated from either census questionnaires or administrative records of other Federal agencies and, therefore, are not subject to sampling errors. However, the data are subject to nonsampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in recording or coding the data obtained; and other errors of collection, response, coverage, and estimation for missing or misreported data.

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors. No direct measurement of these effects has been obtained except for estimation for missing or misreported data; however, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors.

The Bureau of the Census obtains on computer tape limited information extracted from administrative records of other Federal agencies. This information is used in conjunction with other information available to the Census Bureau to develop estimates for nonemployers, small employers, and other establishments for which responses were not received in time for publication. For an indication of the extent that data included in these reports were obtained from the administrative records of other Federal agencies and from estimation, rather than reports directly from respondents, see appendix E. Also, see appendix A for a more detailed explanation of census coverage and methodology.

## SPECIAL TABULATIONS

Special tabulations of data collected in the 1987 Census of Wholesale Trade may be obtained, depending on availability of time and personnel, on diskette, computer tape, or in tabular form. The data will be in summary form and subject to the same rules prohibiting disclosure of confidential information (including name, address, kind of business, or other data for individual business establishments or companies) as are the regular publications.

Special tabulations are prepared on a cost basis. A request for a cost estimate, as well as exact specifications on the type and format of the data to be provided, should be directed to the Chief, Business Division, Bureau of the Census, Washington, DC 20233.

To discuss a special tabulation before submitting specifications, call 301-763-5282.

## ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used in the publication:

- Represents zero.
- (D) Withheld to avoid disclosing data for individual companies; data are included in broader kind-of-business totals.

- (IC) Independent city.
- (NA) Not available.
- (NC) Not comparable.
- (X) Not applicable.
- CMSA Consolidated Metropolitan Statistical Area.
- MSA Metropolitan Statistical Area.
- n.e.c. Not elsewhere classified.
- PMSA Primary Metropolitan Statistical Area.
- pt. Part.
- r Revised.
- SIC Standard Industrial Classification.



# Users' Guide for Locating Statistics in This Report by Table Number

Information shown in tables	Table										
	1	2	3	4	5	6	7	8	9	10	11
<b>GEOGRAPHIC AREAS</b>											
The State .....	X	X	X	X						X	X
CMSA's and MSA's in the State .....								X			
PMSA's in the State .....								X			
Area of the State not in any CMSA, PMSA, or MSA .....									X		
Counties in the State .....					X		<sup>1</sup> X				X
Places in the State .....					<sup>2</sup> X	<sup>1</sup> X				<sup>2</sup> X	
<b>DATA ITEMS<sup>3</sup></b>											
Establishments .....	X		<sup>4</sup> X	<sup>4</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X		
Sales .....	X		<sup>4</sup> X	<sup>4</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	X	X
Annual Payroll .....	X		<sup>4</sup> X	<sup>4</sup> X	<sup>6</sup> X	<sup>6</sup> X	<sup>6</sup> X	<sup>6</sup> X	<sup>6</sup> X		
First quarter payroll .....	X			<sup>4</sup> X							
Paid employees for pay period including March 12, 1987 .....	X		<sup>4</sup> X	<sup>4</sup> X	<sup>6</sup> X	<sup>6</sup> X	<sup>6</sup> X	<sup>6</sup> X	<sup>6</sup> X		
Inventories .....	X			<sup>4</sup> X							
Operating expenses .....	X			<sup>4</sup> X							
1982 to 1987 comparative statistics (sales, payroll) .....			<sup>4</sup> X								
Sales per establishment .....		X									
Sales per employee .....		X									
Annual payroll per employee .....		X									
Annual payroll as a percent of operating expenses .....		X									
Employees per establishment .....		X									
Operating expenses as a percent of sales .....		X									
End-of-year inventories as a percent of sales .....		X									
Counties ranked by volume of sales .....										<sup>2</sup> X	
Places ranked by volume of sales .....											X

<sup>1</sup>Includes areas with 200 wholesale establishments or more.

<sup>2</sup>Includes places with 2,500 inhabitants or more, according to the 1980 Census of Population.

<sup>3</sup>See Explanation of Terms, appendix A.

<sup>4</sup>Based on 1972 Standard Industrial Classification.

<sup>5</sup>Manufacturers' sales branches and offices, and agents, brokers, and commission merchants are combined and displayed as "other types of operation."

<sup>6</sup>Presented for total and merchant wholesalers only.

# Users' Guide for Locating Statistics in the 1987 Census of Wholesale Trade Reports

Report and geographic area	Information shown in reports by kind of business or industry category										
	Number of establishments	Sales (\$1,000)	Payroll (\$1,000)	Number of employees	Inventories (\$1,000)	Operating expenses (\$1,000)	Commodity line sales (\$1,000)	Sales size and employment size <sup>1</sup>	Legal form of organization	Petroleum bulk stations and terminals	Selected topics
<b>GEOGRAPHIC AREA SERIES</b>											
United States .....	X	X	X	X	X	X					
State .....	X	X	X	X	X	X					
CMSA, PMSA, MSA .....	X	X	X	X							
County .....	X	X	X	X							
Place .....	X	X	X	X							
<b>ESTABLISHMENT AND FIRM SIZE (INCLUDING LEGAL FORM OF ORGANIZATION)</b>											
United States .....	X	X	<sup>2</sup> X	<sup>2</sup> X	<sup>2</sup> X	<sup>2</sup> X		X	X		
<b>MEASURES OF VALUE PRODUCED, CAPITAL EXPENDITURES, DEPRECIABLE ASSETS, AND OPERATING EXPENSES</b>											
United States <sup>2</sup> .....		X	X		X	X			X		<sup>3</sup> X
<b>COMMODITY LINE SALES</b>											
United States .....	X	X					X				
State <sup>4</sup> .....	X	X					X				
CMSA <sup>4</sup> .....	X	X					X				
<b>MISCELLANEOUS SUBJECTS</b>											
United States .....	X	X	X	X	X	X				X	<sup>5</sup> X
State .....										X	
County .....										X	

<sup>1</sup>Establishments and firms.

<sup>2</sup>Merchandise wholesalers only.

<sup>3</sup>Value produced, capital expenditures, depreciable assets, and selected operating expenses detail.

<sup>4</sup>Available on microfiche only.

<sup>5</sup>Class of customer, employment by principal activity, detailed type of operation, inventory detail, and commissions of agents and brokers.

# CONTENTS

## Utah

[Page numbers listed here omit the prefix that appears as part of the number of each page]

	Page
Introduction .....	III
Users' Guide for Locating Statistics in This Report by Table Number .....	VII
Users' Guide for Locating Statistics in the 1987 Census of Wholesale Trade Reports .....	VIII
Summary of Findings .....	2

### FIGURES

1. State Map .....	3
2. Percent Change in Sales and Annual Payroll: 1982 to 1987 .....	4
3. Wholesale Sales by Industry Group: 1987 .....	5

### TABLES

1. Summary Statistics for the State: 1987 .....	7
2. Selected Ratios for the State: 1987 .....	11
3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982 .....	14
4. Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the State: 1987 .....	19
5. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More: 1987 .....	21
6. Summary Statistics for Places With 200 Establishments or More: 1987 .....	22
7. Summary Statistics for Counties With 200 Establishments or More: 1987 .....	24
8. Summary Statistics for Metropolitan Statistical Areas: 1987 .....	26
9. Summary Statistics for the Area Outside Metropolitan Statistical Areas: 1987 .....	27
10. Places With 2,500 Inhabitants or More Ranked by Volume of Sales: 1987 .....	28
11. Counties Ranked by Volume of Sales: 1987 .....	29

### APPENDIXES

A. General Explanation .....	A-1
B. General Questions .....	B-1
C. Kind-of-Business Titles and Reporting-Form Numbers .....	C-1
D. Metropolitan Statistical Areas .....	D-1
E. Percent of Sales Data Based on Administrative Records and Estimation for the State: 1987 .....	E-1
F. Geographic Notes .....	F-1
G. Establishments in Business Any Time During Year and Establishments in Business at End of Year Based on 1972 Standard Industrial Classifications for the State: 1987 and 1982 .....	G-1
H. Changes in Wholesale Trade Kind-of-Business Classifications for 1987 .....	H-1

Publication Program .....	Inside back cover
---------------------------	-------------------



## SUMMARY OF FINDINGS

Data from the 1987 Census of Wholesale Trade show that based on definitions used in 1982 Utah's 2,934 wholesale establishments had sales totaling \$11.1 billion. In 1982, 2,732 wholesalers had sales of \$8.7 billion.

Merchant wholesalers lead the three major type of operation categories in 1987 with 2,423 establishments and sales of \$7.0 billion; followed by manufacturers' sales branches and offices, with 236 establishments and sales of \$2.6 billion; and agents and brokers, with 275 establishments and sales of \$1.5 billion.

Annual payroll of all wholesalers in the State amounted to \$717 million, compared to \$551 million for 1982. In 1987, merchant wholesalers accounted for \$563 million, followed by manufacturers' sales branches and offices with \$120 million and agents and brokers with \$34.9 million.

Paid employees engaged in wholesale trade in the State totaled 34,064 as of mid-March 1987 compared to 31,016 in 1982. Merchant wholesalers were the largest employers in 1987, with 28,148 employees; followed by manufacturers' sales branches and offices, with 4,079 employees; and agents and brokers, with 1,837 employees.

Payroll per employee averaged \$21.0 thousand for all wholesalers; \$19.9 thousand for merchant wholesalers; \$29.3 thousand for manufacturers' sales branches and offices; and \$19.0 thousand for agents and brokers.

Operating expenses as a percent of sales for all wholesalers in the State decreased from 13.1 percent in 1982 to 12.8 percent in 1987. The percentage for merchant wholesalers was up from 15.9 percent to 16.0 percent for the

same period, while manufacturers' sales branches and offices were down from 9.2 percent to 9.1 percent, and agents and brokers were down from 6.2 percent to 4.5 percent.

Sales by petroleum bulk stations and terminals in 1987 accounted for 11.1 percent of the State's total sales by all wholesalers, compared to 9.6 percent in 1982. Other leading wholesale kinds-of-business in 1987 were grocery specialty wholesalers, with 8.8 percent; general line grocery wholesalers with 8.4 percent; and computers and peripheral equipment and software wholesalers with 4.5 percent.

Sales per establishment for all wholesalers in 1987 averaged \$3.8 million per establishment, up from \$3.4 in 1982. General line grocery wholesalers averaged the highest of \$23.3 million per establishment, followed by petroleum bulk stations and terminals, \$21.6 million; poultry and poultry product wholesalers, \$18.0 million; petroleum and petroleum product wholesalers, except bulk stations and terminals, \$12.3 million; and automobiles and other motor vehicles wholesalers, \$11.0 million.

Sales per employee for all wholesalers in the State averaged \$325 thousand in 1987. There was a wide variance by kind of business ranging from a high of \$1.3 million for poultry and poultry product wholesalers to a low of \$50.9 thousand for ophthalmic goods wholesalers.

Salt Lake County led all counties in the State, accounting for 76.5 percent of total sales by wholesalers. Salt Lake City had the largest sales among all places in the State, accounting for 56.6 percent.



## TAH - Metropolitan Statistical Areas, Counties, and Selected Places

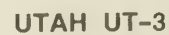


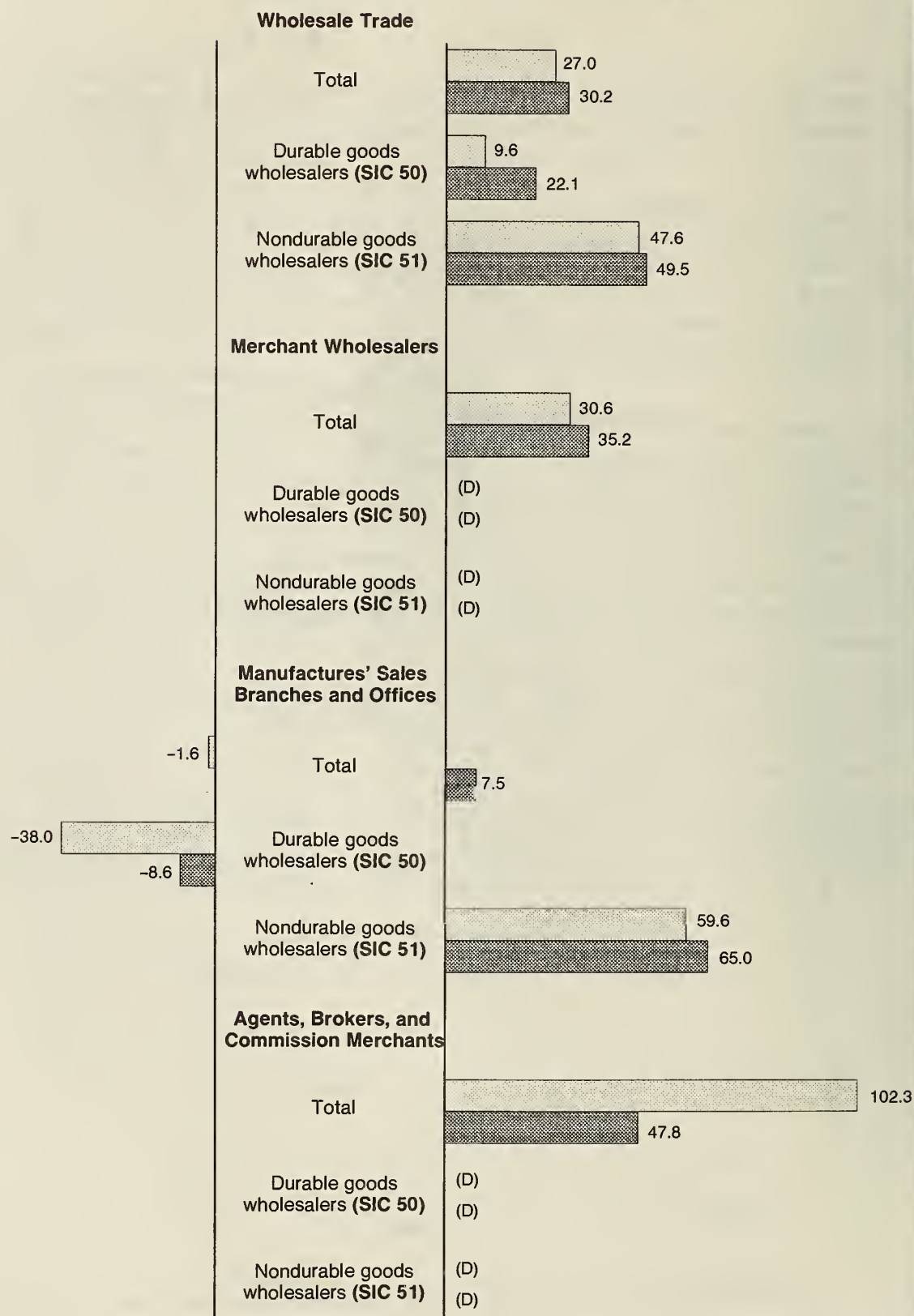


Figure 2. Percent Change in Sales and Annual Payroll: 1982 to 1987

Utah

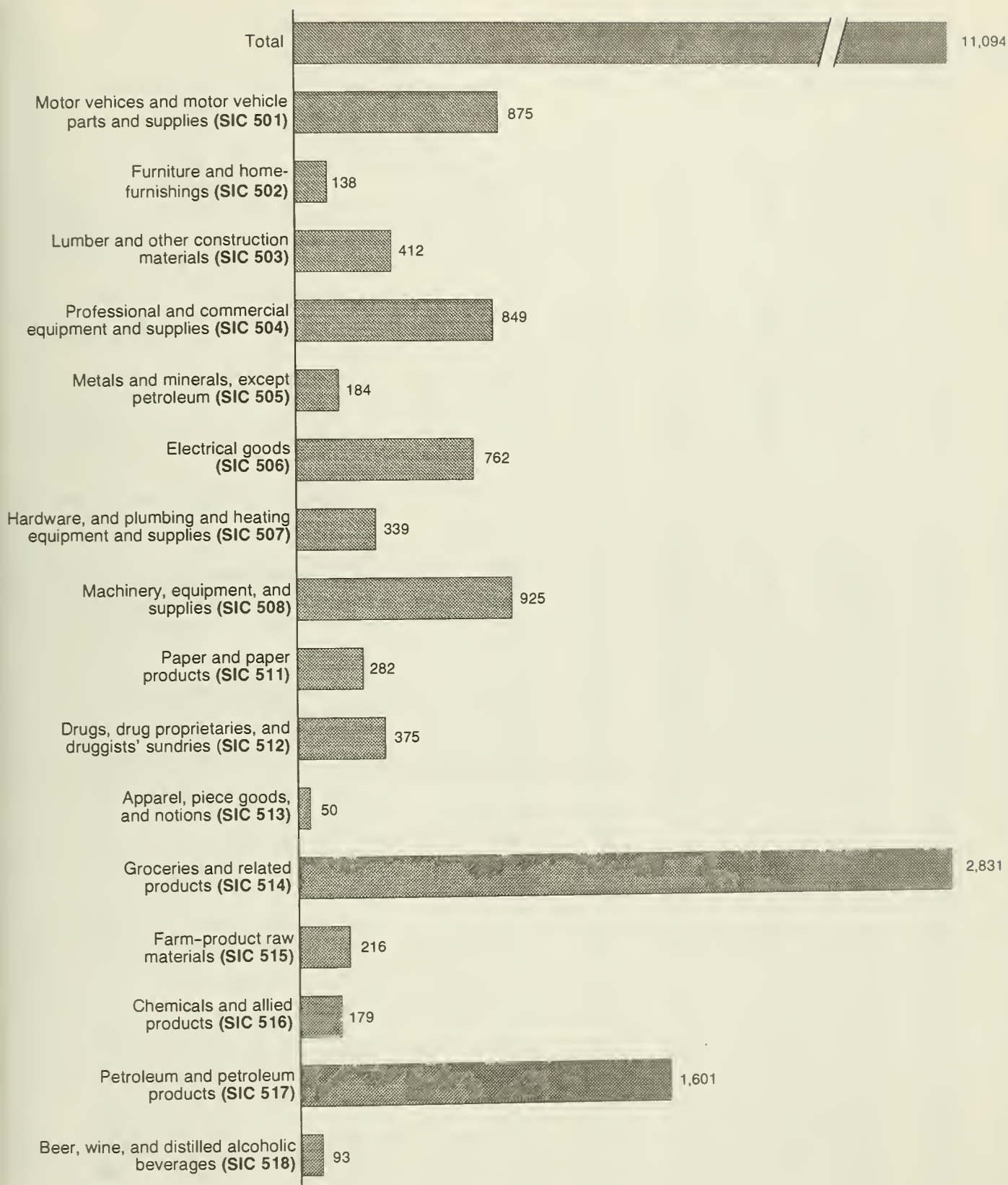
Sales   
Payroll 



Note: Data are based on 1972 Standard Industrial Classification.  
For meaning of abbreviations and symbols, see introductory text.

Figure 3. **Wholesale Sales by Industry Group: 1987**  
(Million dollars)

## Utah



Note: For meaning of abbreviations and symbols, see introductory text.





Table 1. Summary Statistics for the State: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
	Wholesale trade -----	2 956	11 094 344	718 412	171 866	34 180	1 425 215	880 124	854 929
	<b>TYPES OF OPERATION</b>								
	Merchant wholesalers -----	2 445	6 990 435	563 851	134 017	28 264	1 121 499	701 886	725 738
	Wholesale distributors and jobbers -----	2 362	6 582 868	538 902	128 208	26 887	1 063 110	671 100	694 485
	Importers -----	56	298 393	18 860	4 266	955	42 411	23 526	24 761
	Exporters -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Terminal grain elevators -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Country grain elevators -----	6	27 659	866	209	56	2 236	2 109	2 347
	Assemblers of farm products, except country grain elevators -----	17	43 930	3 918	986	305	8 326	3 277	2 158
	Manufacturers' sales branches and sales offices -----	236	2 592 328	119 710	29 374	4 079	235 404	173 247	124 164
	Sales branches (with stock) -----	161	1 946 867	92 650	22 760	3 276	183 166	173 247	124 164
	Sales offices (without stock) -----	75	645 461	27 060	6 614	803	52 238	-	-
	Agents, brokers, and commission merchants -----	275	1 511 581	34 851	8 475	1 837	68 312	4 991	5 027
	Auction companies -----	10	319 273	2 787	817	384	6 424	1 859	1 509
	Brokers -----	69	729 890	15 754	3 680	706	29 075	1 415	1 721
	Commission merchants -----	32	102 199	3 426	849	179	7 896	416	530
	Import agents -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Export agents -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Manufacturers' agents -----	159	353 717	12 472	3 046	557	23 992	1 272	1 233
	<b>TYPES OF OPERATION BY KIND OF BUSINESS</b>								
	Wholesale trade -----	2 956	11 094 344	718 412	171 866	34 180	1 425 215	880 124	854 929
50	Durable goods -----	2 031	5 197 273	475 956	114 971	21 497	921 027	590 451	578 373
501	Motor vehicles and motor vehicle parts and supplies -----	325	874 991	64 297	15 073	3 471	123 118	85 181	87 322
5012	Automobiles and other motor vehicles -----	43	471 930	19 146	4 543	980	35 604	27 359	27 735
5013	Motor vehicle supplies and new parts -----	223	320 448	36 907	8 591	2 022	69 893	51 665	52 862
5014	Tires and tubes -----	23	65 792	5 626	1 317	252	12 453	4 903	5 384
5015	Motor vehicle parts, used -----	36	16 821	2 618	622	217	5 168	1 254	1 341
502	Furniture and homel furnishings -----	98	137 876	13 426	3 380	653	26 617	14 210	13 954
5021	Furniture -----	50	68 113	7 056	1 884	314	12 867	6 529	5 597
5023	Homel furnishings -----	48	69 763	6 370	1 496	339	13 750	7 681	8 357
503	Lumber and other construction materials -----	140	411 703	35 106	8 789	1 789	70 412	38 808	41 756
5031	Lumber, plywood, millwork, and wood panels -----	45	220 558	14 567	3 787	744	28 622	18 757	19 711
5032	Brick, stone, and related construction materials -----	25	54 428	4 121	858	207	9 025	3 949	4 857
5033	Roofing, siding, and insulation materials -----	25	64 646	5 108	1 312	241	11 570	9 279	9 976
5039	Construction materials, n.e.c. -----	45	72 071	11 310	2 832	597	21 195	6 823	7 212
504	Professional and commercial equipment and supplies -----	307	848 787	107 694	26 920	4 315	195 156	95 157	78 935
5043	Photographic equipment and supplies -----	10	20 643	2 466	597	154	5 398	1 588	1 566
5044	Office equipment -----	72	87 489	16 604	3 955	802	26 688	10 205	11 537
5045	Computers and computer peripheral equipment and software -----	108	501 906	52 242	12 947	1 693	94 024	62 670	43 269
5046	Commercial equipment, n.e.c. -----	33	61 490	8 630	2 134	475	17 237	7 334	7 879
5047	Medical, dental, and hospital equipment and supplies -----	53	153 820	23 222	6 243	934	44 268	11 012	12 369
5048	Ophthalmic goods -----	14	8 300	2 492	592	163	3 804	931	957
5049	Professional equipment and supplies, n.e.c. -----	17	15 139	2 038	452	94	3 737	1 417	1 358
505	Metals and minerals, except petroleum -----	53	184 161	14 937	3 455	620	32 426	25 250	26 115
5051	Metals service centers and offices -----	48	171 976	13 819	3 246	588	30 140	25 170	26 064
5052	Coal and other minerals and ores -----	5	12 185	1 118	209	32	2 286	80	51
506	Electrical goods -----	243	761 680	56 131	13 661	2 296	109 912	63 148	58 148
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	105	314 043	22 364	5 723	978	42 575	26 473	24 446
5064	Electrical appliances, television and radio sets -----	28	199 890	10 837	2 375	416	24 109	18 155	15 009
5065	Electronic parts and equipment, n.e.c. -----	110	247 747	22 930	5 563	902	43 228	18 520	18 693
507	Hardware, and plumbing and heating equipment and supplies -----	180	338 979	34 595	8 333	1 603	68 761	44 624	47 666
5072	Hardware -----	52	89 872	11 502	2 872	529	22 214	14 009	14 456
5074	Plumbing and heating equipment and supplies (hydronics) -----	78	153 024	13 987	3 192	667	29 134	19 255	20 496
5075	Warm air heating and air-conditioning equipment and supplies -----	37	80 892	7 783	1 842	333	14 710	9 796	11 402
5078	Refrigeration equipment and supplies -----	13	15 191	1 323	427	74	2 703	1 564	1 312
508	Machinery, equipment, and supplies -----	497	925 000	108 739	26 131	4 679	197 134	168 929	165 257
5082	Construction and mining (except petroleum) machinery and equipment -----	59	228 328	29 703	7 193	1 077	50 448	80 379	76 897
5083	Farm and garden machinery and equipment -----	58	79 590	7 907	1 993	456	15 134	27 257	22 721
5084	Industrial machinery and equipment -----	202	310 673	37 531	8 866	1 516	67 616	27 786	30 726
5085	Industrial supplies -----	94	182 325	20 976	5 291	1 014	39 801	22 920	23 198
5087	Service establishment equipment and supplies -----	69	60 699	9 821	2 133	473	18 582	6 035	7 114
5088	Transportation equipment and supplies, except motor vehicles -----	15	63 385	2 801	655	143	5 553	4 552	4 601
509	Miscellaneous durable goods -----	188	714 096	41 031	9 229	2 071	97 491	55 144	59 220
5091	Sporting and recreational goods and supplies -----	36	313 784	13 945	2 955	671	30 858	20 948	25 220
5092	Toys and hobby goods and supplies -----	15	17 335	1 170	256	82	2 624	3 191	2 848
5093	Scrap and waste materials -----	55	117 684	8 759	2 267	523	22 774	7 229	5 376
5094	Jewelry, watches, precious stones, and precious metals -----	28	206 740	11 114	2 418	380	26 974	18 299	20 162
5099	Durable goods, n.e.c. -----	54	58 553	6 043	1 333	415	14 261	5 477	5 614

**Table 1. Summary Statistics for the State: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
<b>TYPES OF OPERATION BY KIND OF BUSINESS</b>									
<b>—Con.</b>									
<b>Wholesale trade—Con.</b>									
51	<b>Nondurable goods .....</b>	<b>925</b>	<b>5 897 071</b>	<b>242 456</b>	<b>56 895</b>	<b>12 683</b>	<b>504 188</b>	<b>289 673</b>	<b>276 556</b>
511	Paper and paper products .....	96	281 722	24 793	5 926	1 202	45 394	22 461	21 992
5111	Printing and writing paper .....	12	84 139	6 282	1 620	246	10 861	7 521	6 481
5112	Stationery and office supplies .....	64	81 940	10 603	2 654	675	19 368	7 839	8 506
5113	Industrial and personal service paper .....	20	115 643	7 908	1 652	281	15 165	7 101	7 005
512	Drugs, drug proprietaries, and druggists' sundries .....	40	375 144	11 567	2 571	552	27 589	28 480	37 052
5122	Drugs, drug proprietaries, and druggists' sundries .....	40	375 144	11 567	2 571	552	27 589	28 480	37 052
513	Apparel, piece goods, and notions .....	50	49 943	5 555	1 278	393	12 588	5 448	5 866
5131	Piece goods, notions, and other dry goods .....	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings .....	10	3 945	494	104	55	1 216	356	357
5137	Women's, children's and infants' clothing and accessories .....	21	17 973	761	176	66	2 034	1 227	1 402
5139	Footwear .....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products .....	289	2 831 310	115 978	27 064	5 733	219 197	99 758	94 566
5141	Groceries, general line .....	40	931 240	39 681	9 108	1 834	64 533	47 933	52 716
5142	Packaged frozen foods .....	18	185 685	5 308	1 282	306	10 624	2 911	2 941
5143	Dairy products, except dried or canned .....	17	93 959	4 285	962	231	9 473	1 992	1 846
5144	Poultry and poultry products .....	11	197 999	2 889	728	148	7 386	3 392	1 902
5145	Confectionery .....	21	106 406	5 844	1 304	301	10 843	1 095	1 156
5146	Fish and seafoods .....	4	11 182	747	193	57	1 337	690	837
5147	Meats and meat products .....	32	196 334	7 884	1 813	412	16 458	4 886	4 488
5148	Fresh fruits and vegetables .....	42	128 641	9 623	2 265	544	18 711	1 448	1 536
5149	Groceries and related products, n.e.c. ....	104	979 864	39 717	9 409	1 900	79 832	35 411	27 144
515	Farm-product raw materials .....	40	215 864	4 883	1 042	445	14 673	7 533	6 831
5153	Grain and field beans .....	19	76 591	2 251	551	152	8 216	4 227	4 774
5154	Livestock .....	11	86 252	931	208	212	2 245	206	213
5159	Farm-product raw materials, n.e.c. ....	10	53 021	1 701	283	81	4 212	3 100	1 844
516	Chemicals and allied products .....	91	178 510	16 480	3 966	782	34 985	13 775	14 867
5162	Plastics materials and basic forms and shapes .....	13	43 801	2 947	706	160	6 167	4 235	4 552
5169	Chemicals and allied products, n.e.c. ....	78	134 709	13 533	3 260	622	28 818	9 540	10 315
517	Petroleum and petroleum products .....	87	1 601 457	30 797	7 646	1 768	79 936	80 189	60 193
5171	Petroleum bulk stations and terminals .....	57	1 233 039	21 665	5 431	1 281	59 863	74 040	52 428
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	30	368 418	9 132	2 215	487	20 073	6 149	7 765
518	Beer, wine, and distilled alcoholic beverages .....	22	92 837	9 275	2 206	368	18 838	4 244	3 911
5181	Beer and ale .....	19	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages .....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods .....	210	270 284	23 128	5 196	1 440	50 988	27 785	31 278
5191	Farm supplies .....	67	96 463	6 235	1 449	449	14 727	10 461	12 550
5192	Books, periodicals, and newspapers .....	21	32 020	3 052	733	178	7 452	5 663	5 647
5193	Flowers, nursery stock, and florists' supplies .....	22	18 483	2 792	692	238	5 071	1 026	1 246
5194	Tobacco and tobacco products .....	5	42 828	1 594	375	75	3 525	2 221	2 366
5198	Paints, varnishes, and supplies .....	29	46 999	5 482	1 045	254	11 816	5 542	5 985
5199	Nondurable goods, n.e.c. ....	66	33 491	3 973	902	246	8 397	2 872	3 484
<b>Merchant wholesalers .....</b>		<b>2 445</b>	<b>6 990 435</b>	<b>563 851</b>	<b>134 017</b>	<b>28 264</b>	<b>1 121 499</b>	<b>701 886</b>	<b>725 738</b>
50	<b>Durable goods .....</b>	<b>1 709</b>	<b>3 492 125</b>	<b>377 332</b>	<b>90 754</b>	<b>18 271</b>	<b>733 631</b>	<b>484 568</b>	<b>499 698</b>
501	Motor vehicles and motor vehicle parts and supplies .....	301	565 558	55 814	12 833	3 005	107 242	71 625	77 681
5012	Automobiles and other motor vehicles .....	38	216 832	14 553	3 252	689	27 919	17 843	21 962
5013	Motor vehicle supplies and new parts .....	207	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5014	Tires and tubes .....	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5015	Motor vehicle parts, used .....	36	16 821	2 618	622	217	5 168	1 254	1 341
502	Furniture and home furnishings .....	75	95 384	12 074	3 094	605	23 766	13 874	13 635
5021	Furniture .....	37	41 033	6 290	1 684	294	11 167	6 246	5 325
5023	Home furnishings .....	38	54 351	5 784	1 410	311	12 599	7 628	8 310
503	Lumber and other construction materials .....	120	334 152	32 197	8 073	1 668	63 051	33 498	35 836
5031	Lumber, plywood, millwork, and wood panels .....	42	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5032	Brick, stone, and related construction materials .....	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5033	Roofing, siding, and insulation materials .....	20	52 587	4 490	1 156	222	9 786	7 386	7 677
5039	Construction materials, n.e.c. ....	40	65 866	10 844	2 705	574	20 188	6 428	6 757
504	Professional and commercial equipment and supplies .....	258	395 674	64 334	15 954	3 102	119 058	35 979	41 353
5043	Photographic equipment and supplies .....	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment .....	63	69 092	12 771	3 057	664	20 626	8 901	10 391
5045	Computers and computer peripheral equipment and software .....	79	103 787	17 024	3 947	756	31 829	7 216	9 072
5046	Commercial equipment, n.e.c. ....	31	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies .....	48	138 658	21 971	5 940	880	41 236	10 614	12 061
5048	Ophthalmic goods .....	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c. ....	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum .....	43	136 129	12 457	2 803	517	27 693	22 233	25 619
5051	Metals service centers and offices .....	39	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores .....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods .....	175	437 754	42 778	10 621	1 893	85 030	57 817	53 161
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	75	188 815	19 371	5 050	858	36 944	26 159	24 129
5064	Electrical appliances, television and radio sets .....	22	100 315	7 800	1 762	339	17 890	15 574	13 072
5065	Electronic parts and equipment, n.e.c. ....	78	148 624	15 607	3 809	696	30 196	16 084	15 960



Table 1. Summary Statistics for the State: 1987—Con.

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1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
<b>TYPES OF OPERATION BY KIND OF BUSINESS</b> —Con.									
Merchant wholesalers—Con.									
50	Durable goods—Con.								
507	Hardware, and plumbing and heating equipment and supplies .....	150	262 802	29 568	6 971	1 436	59 127	41 824	43 943
5072	Hardware .....	42	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) .....	65	123 991	13 096	2 965	619	27 475	19 207	20 449
5075	Warm air heating and air-conditioning equipment and supplies .....	31	54 335	5 692	1 375	274	10 586	8 488	9 107
5078	Refrigeration equipment and supplies .....	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies .....	419	724 041	95 455	22 925	4 179	172 707	155 535	152 507
5082	Construction and mining (except petroleum) machinery and equipment .....	54	219 391	29 145	7 079	1 061	49 200	78 278	75 100
5083	Farm and garden machinery and equipment .....	56	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment .....	150	197 076	27 228	6 375	1 148	49 601	19 829	22 616
5085	Industrial supplies .....	79	156 872	19 819	5 017	964	37 517	22 755	23 066
5087	Service establishment equipment and supplies .....	68	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles .....	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods .....	168	540 631	32 655	7 480	1 866	75 957	52 183	55 963
5091	Sporting and recreational goods and supplies .....	31	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5092	Toys and hobby goods and supplies .....	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	Scrap and waste materials .....	51	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5094	Jewelry, watches, precious stones, and precious metals .....	26	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c. ....	46	48 032	5 536	1 243	391	12 356	5 379	5 544
51	Nondurable goods .....	736	3 498 310	186 519	43 263	9 993	387 868	217 318	226 040
511	Paper and paper products .....	77	226 190	21 567	5 115	1 094	39 628	22 168	21 671
5111	Printing and writing paper .....	12	84 139	6 282	1 620	246	10 861	7 521	6 481
5112	Stationery and office supplies .....	50	56 614	8 014	2 003	590	15 334	7 754	8 427
5113	Industrial and personal service paper .....	15	85 437	7 271	1 492	258	13 433	6 893	6 763
512	Drugs, drug proprietaries, and druggists' sundries .....	34	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries .....	34	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions .....	43	43 477	5 374	1 244	382	12 137	5 300	5 699
5131	Piece goods, notions, and other dry goods .....	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings .....	10	3 945	494	104	55	1 216	356	357
5137	Women's, children's and infants' clothing and accessories .....	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear .....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products .....	202	1 861 661	82 938	19 266	4 182	156 840	94 786	89 950
5141	Groceries, general line .....	25	744 599	36 269	8 267	1 665	57 657	47 933	52 716
5142	Packaged frozen foods .....	9	66 376	2 794	654	166	5 785	1 950	2 188
5143	Dairy products, except dried or canned .....	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5144	Poultry and poultry products .....	11	197 999	2 889	728	148	7 386	3 392	1 902
5145	Confectionery .....	13	18 647	2 038	441	132	3 941	1 033	1 109
5146	Fish and seafoods .....	4	11 182	747	193	57	1 337	690	837
5147	Meats and meat products .....	25	136 799	6 551	1 488	345	12 784	3 686	3 624
5148	Fresh fruits and vegetables .....	38	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	Groceries and related products, n.e.c. ....	65	505 782	19 402	4 661	981	43 342	33 020	24 649
515	Farm-product raw materials .....	29	114 462	3 709	785	220	11 336	7 336	6 630
5153	Grain and field beans .....	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock .....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5159	Farm-product raw materials, n.e.c. ....	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products .....	65	126 234	13 494	3 261	659	28 547	12 323	13 273
5162	Plastics materials and basic forms and shapes .....	10	36 616	2 548	620	138	5 153	3 963	4 249
5169	Chemicals and allied products, n.e.c. ....	55	89 618	10 946	2 641	521	23 394	8 360	9 024
517	Petroleum and petroleum products .....	77	487 017	17 974	4 202	1 230	47 042	16 418	18 222
5171	Petroleum bulk stations and terminals .....	49	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	28	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages .....	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale .....	19	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods .....	189	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5191	Farm supplies .....	67	96 463	6 235	1 449	449	14 727	10 461	12 550
5192	Books, periodicals, and newspapers .....	16	30 658	2 910	705	171	7 162	5 662	5 646
5193	Flowers, nursery stock, and florists' supplies .....	22	18 483	2 792	692	238	5 071	1 026	1 246
5194	Tobacco and tobacco products .....	5	42 828	1 594	375	75	3 525	2 221	2 366
5198	Paints, varnishes, and supplies .....	22	37 537	4 803	867	226	10 125	4 383	4 735
5199	Nondurable goods, n.e.c. ....	57	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Manufacturers' sales branches and sales offices .....									
		236	2 592 328	119 710	29 374	4 079	235 404	173 247	124 164
50	Durable goods .....	144	1 023 167	79 395	19 562	2 369	149 028	101 521	74 227
501	Motor vehicles and motor vehicle parts and supplies .....	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings .....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials .....	14	69 685	2 703	659	108	6 978	5 310	5 920
504	Professional and commercial equipment and supplies .....	39	422 933	40 649	10 405	1 133	70 349	57 846	35 905
505	Metals and minerals, except petroleum .....	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 1. **Summary Statistics for the State: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A.]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
<b>TYPES OF OPERATION BY KIND OF BUSINESS</b> —Con.									
<b>Manufacturers' sales branches and sales offices—Con.</b>									
50	<b>Durable goods—Con.</b>								
506	Electrical goods .....	20	172 888	8 941	2 024	226	16 523	5 038	4 714
507	Hardware, and plumbing and heating equipment and supplies .....	8	24 536	3 075	825	91	5 900	2 727	3 656
508	Machinery, equipment, and supplies .....	35	118 640	8 713	2 158	313	16 156	12 572	11 778
509	Miscellaneous durable goods .....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	<b>Nondurable goods .....</b>	<b>92</b>	<b>1 569 161</b>	<b>40 315</b>	<b>9 812</b>	<b>1 710</b>	<b>86 376</b>	<b>71 726</b>	<b>49 937</b>
511	Paper and paper products .....	11	46 362	2 488	621	81	4 211	172	207
512	Drugs, drug proprietaries, and druggists' sundries .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products .....	40	352 634	21 481	4 911	959	41 258	4 720	4 410
515	Farm-product raw materials .....	—	—	—	—	—	—	—	—
516	Chemicals and allied products .....	21	45 190	2 541	592	94	5 659	1 396	1 539
517	Petroleum and petroleum products .....	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages .....	—	—	—	—	—	—	—	—
519	Miscellaneous nondurable goods .....	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	<b>Agents, brokers, and commission merchants .....</b>	<b>275</b>	<b>1 511 581</b>	<b>34 851</b>	<b>8 475</b>	<b>1 837</b>	<b>68 312</b>	<b>4 991</b>	<b>5 027</b>
50	<b>Durable goods .....</b>	<b>178</b>	<b>681 981</b>	<b>19 229</b>	<b>4 655</b>	<b>857</b>	<b>38 368</b>	<b>4 362</b>	<b>4 448</b>
501	Motor vehicles and motor vehicle parts and supplies .....	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings .....	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials .....	6	7 866	206	57	13	383	—	—
504	Professional and commercial equipment and supplies .....	10	30 180	2 711	561	80	5 749	1 332	1 677
505	Metals and minerals, except petroleum .....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods .....	48	151 038	4 412	1 016	177	8 359	293	273
507	Hardware, and plumbing and heating equipment and supplies .....	22	51 641	1 952	537	76	3 734	73	67
508	Machinery, equipment, and supplies .....	43	82 319	4 571	1 048	187	8 271	822	972
509	Miscellaneous durable goods .....	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	<b>Nondurable goods .....</b>	<b>97</b>	<b>829 600</b>	<b>15 622</b>	<b>3 820</b>	<b>980</b>	<b>29 944</b>	<b>629</b>	<b>579</b>
511	Paper and paper products .....	8	9 170	738	190	27	1 555	121	114
512	Drugs, drug proprietaries, and druggists' sundries .....	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions .....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products .....	47	617 015	11 559	2 887	592	21 099	252	206
515	Farm-product raw materials .....	11	101 402	1 174	257	225	3 337	197	201
516	Chemicals and allied products .....	5	7 086	445	113	29	779	56	55
517	Petroleum and petroleum products .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages .....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods .....	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)



Table 2. Selected Ratios for the State: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per estab- lishment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per estab- lishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
	Wholesale trade .....	3 753 161	324 586	21 018	50.4	12	12.8	7.7
50	Durable goods .....	2 558 972	241 767	22 141	51.7	11	17.7	11.1
501	Motor vehicles and motor vehicle parts and supplies .....	2 692 280	252 086	18 524	52.2	11	14.1	10.0
5012	Automobiles and other motor vehicles .....	10 975 116	481 561	19 537	53.8	23	7.5	5.9
5013	Motor vehicle supplies and new parts .....	1 436 987	158 481	18 253	52.8	9	21.8	16.5
5014	Tires and tubes .....	2 860 522	261 079	22 325	45.2	11	18.9	8.2
5015	Motor vehicle parts, used .....	467 250	77 516	12 065	50.7	6	30.7	8.0
502	Furniture and home furnishings .....	1 406 898	211 142	20 560	50.4	7	19.3	10.1
5021	Furniture .....	1 362 260	216 920	22 471	54.8	6	18.9	8.2
5023	Home furnishings .....	1 453 396	205 791	18 791	46.3	7	19.7	12.0
503	Lumber and other construction materials .....	2 940 736	230 130	19 623	49.9	13	17.1	10.1
5031	Lumber, plywood, millwork, and wood panels .....	4 901 289	296 449	19 579	50.9	17	13.0	8.9
5032	Brick, stone, and related construction materials .....	2 177 120	262 937	19 908	45.7	8	16.6	8.9
5033	Roofing, siding, and insulation materials .....	2 585 840	268 241	21 195	44.1	10	17.9	15.4
5039	Construction materials, n.e.c. ....	1 601 578	120 722	18 945	53.4	13	29.4	10.0
504	Professional and commercial equipment and supplies .....	2 764 779	196 706	24 958	55.2	14	23.0	9.3
5043	Photographic equipment and supplies .....	2 064 300	134 045	16 013	45.7	15	26.1	7.6
5044	Office equipment .....	1 215 125	109 089	20 703	62.2	11	30.5	13.2
5045	Computers and computer peripheral equipment and software .....	4 647 278	296 460	30 858	55.6	16	18.7	8.8
5046	Commercial equipment, n.e.c. ....	1 863 333	129 453	18 168	50.1	14	28.0	12.8
5047	Medical, dental, and hospital equipment and supplies .....	2 902 264	164 690	24 863	52.5	18	28.8	8.0
5048	Ophthalmic goods .....	592 857	50 920	15 288	65.5	12	45.8	11.5
5049	Professional equipment and supplies, n.e.c. ....	890 529	161 053	21 681	54.5	6	24.7	9.0
505	Metals and minerals, except petroleum .....	3 474 736	297 034	24 092	46.1	12	17.6	14.2
5051	Metals service centers and offices .....	3 582 833	292 476	23 502	45.8	12	17.5	15.2
5052	Coal and other minerals and ores .....	2 437 000	380 781	34 938	48.9	6	18.8	.4
506	Electrical goods .....	3 134 486	331 742	24 447	51.1	9	14.4	7.6
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	2 990 886	321 107	22 867	52.5	9	13.6	7.8
5064	Electrical appliances, television and radio sets .....	7 138 929	480 505	26 050	45.0	15	12.1	7.5
5065	Electronic parts and equipment, n.e.c. ....	2 252 245	274 664	25 421	53.0	8	17.4	7.5
507	Hardware, and plumbing and heating equipment and supplies .....	1 883 217	211 465	21 581	50.3	9	20.3	14.1
5072	Hardware .....	1 728 308	169 890	21 743	51.8	10	24.7	16.1
5074	Plumbing and heating equipment and supplies (hydronics) .....	1 961 846	229 421	20 970	48.0	9	19.0	13.4
5075	Warm air heating and air-conditioning equipment and supplies .....	2 186 270	242 919	23 372	52.9	9	18.2	14.1
5078	Refrigeration equipment and supplies .....	1 168 538	205 284	17 878	48.9	6	17.8	8.6
508	Machinery, equipment, and supplies .....	1 861 167	197 692	23 240	55.2	9	21.3	17.9
5082	Construction and mining (except petroleum) machinery and equipment .....	3 869 966	212 004	27 579	58.9	18	22.1	33.7
5083	Farm and garden machinery and equipment .....	1 372 241	174 539	17 340	52.2	8	19.0	28.5
5084	Industrial machinery and equipment .....	1 537 985	204 929	24 757	55.5	8	21.8	9.9
5085	Industrial supplies .....	1 939 628	179 808	20 686	52.7	11	21.8	12.7
5087	Service establishment equipment and supplies .....	879 696	128 328	20 763	52.9	7	30.6	11.7
5088	Transportation equipment and supplies, except motor vehicles .....	4 225 667	443 252	19 587	50.4	10	8.8	7.3
509	Miscellaneous durable goods .....	3 798 383	344 807	19 812	42.1	11	13.7	8.3
5091	Sporting and recreational goods and supplies .....	8 716 222	467 636	20 782	45.2	19	9.8	8.0
5092	Toys and hobby goods and supplies .....	1 155 667	211 402	14 268	44.6	5	15.1	16.4
5093	Scrap and waste materials .....	2 139 709	225 017	16 748	38.5	10	38.4	4.6
5094	Jewelry, watches, precious stones, and precious metals .....	7 383 571	544 053	29 247	41.2	14	13.0	9.8
5099	Durable goods, n.e.c. ....	1 084 315	141 092	14 561	42.4	8	24.4	9.6
51	Nondurable goods .....	6 375 212	464 959	19 117	48.1	14	8.5	4.7
511	Paper and paper products .....	2 934 604	234 378	20 626	54.6	13	16.1	7.8
5111	Printing and writing paper .....	7 011 583	342 028	25 537	57.8	21	12.9	7.7
5112	Stationery and office supplies .....	1 280 313	121 393	15 708	54.7	11	23.6	10.4
5113	Industrial and personal service paper .....	5 782 150	411 541	28 142	52.1	14	13.1	6.1
512	Drugs, drug proprietaries, and druggists' sundries .....	9 378 600	679 609	20 955	41.9	14	7.4	9.9
5122	Drugs, drug proprietaries, and druggists' sundries .....	9 378 600	679 609	20 955	41.9	14	7.4	9.9
513	Apparel, piece goods, and notions .....	998 860	127 081	14 135	44.1	8	25.2	11.7
5131	Piece goods, notions, and other dry goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings .....	394 500	71 727	8 982	40.6	6	30.8	9.0
5137	Women's, children's and infants' clothing and accessories .....	855 857	272 318	11 530	37.4	3	11.3	7.8
5139	Footwear .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products .....	9 796 920	493 862	20 230	52.9	20	7.7	3.3
5141	Groceries, general line .....	23 281 000	507 764	21 636	61.5	46	6.9	5.7
5142	Packaged frozen foods .....	10 315 833	606 814	17 346	50.0	17	5.7	1.6
5143	Dairy products, except dried or canned .....	5 527 000	406 749	18 550	45.2	14	10.1	2.0
5144	Poultry and poultry products .....	17 999 909	337 831	19 520	39.1	13	3.7	1.0
5145	Confectionery .....	5 066 952	353 508	19 415	53.9	14	10.2	1.1
5146	Fish and seafoods .....	2 795 500	196 175	13 105	55.9	14	12.0	7.5
5147	Meats and meat products .....	6 135 438	476 539	19 136	47.9	13	8.4	2.3
5148	Fresh fruits and vegetables .....	3 062 881	236 472	17 689	51.4	13	14.5	1.2
5149	Groceries and related products, n.e.c. ....	9 421 769	515 718	20 904	49.8	18	8.1	2.8
515	Farm-product raw materials .....	5 396 600	485 088	10 973	33.3	11	6.8	3.2
5153	Grain and field beans .....	4 031 105	503 888	14 809	27.4	8	10.7	6.2
5154	Livestock .....	7 841 091	406 849	4 392	41.5	19	2.6	.2
5159	Farm-product raw materials, n.e.c. ....	5 302 100	654 580	21 000	40.4	8	7.9	3.5
516	Chemicals and allied products .....	1 961 648	228 274	21 074	47.1	9	19.8	8.3
5162	Plastics materials and basic forms and shapes .....	3 369 308	273 756	18 419	47.8	12	14.1	10.4
5169	Chemicals and allied products, n.e.c. ....	1 727 038	216 574	21 757	47.0	8	21.4	7.7

See footnotes at end of table.

Table 2. Selected Ratios for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per estab- lishment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per estab- lishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
	<b>Wholesale trade—Con.</b>							
51	<b>Nondurable goods—Con.</b>							
517	Petroleum and petroleum products .....	18 407 552	905 801	17 419	38.5	20	5.0	3.8
5171	Petroleum bulk stations and terminals .....	21 632 263	962 560	16 913	36.2	22	4.9	4.3
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	12 280 600	756 505	18 752	45.5	16	5.4	2.1
518	Beer, wine, and distilled alcoholic beverages .....	4 219 864	252 274	25 204	49.2	17	20.3	4.2
5181	Beer and ale .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods .....	1 287 067	187 697	16 061	45.4	7	18.9	11.6
5191	Farm supplies .....	1 439 746	214 840	13 886	42.3	7	15.3	13.0
5192	Books, periodicals, and newspapers .....	1 524 762	179 888	17 146	41.0	8	23.3	17.6
5193	Flowers, nursery stock, and florists' supplies .....	840 136	77 660	11 731	55.1	11	27.4	6.7
5194	Tobacco and tobacco products .....	8 565 600	571 040	21 253	45.2	15	8.2	5.5
5198	Paints, varnishes, and supplies .....	1 620 655	185 035	21 583	46.4	9	25.1	12.7
5199	Nondurable goods, n.e.c. ....	507 439	136 142	16 150	47.3	4	25.1	10.4
	<b>Merchant wholesalers .....</b>	<b>2 859 074</b>	<b>247 326</b>	<b>19 949</b>	<b>50.3</b>	<b>12</b>	<b>16.0</b>	<b>10.4</b>
50	<b>Durable goods .....</b>	<b>2 043 373</b>	<b>191 129</b>	<b>20 652</b>	<b>51.4</b>	<b>11</b>	<b>21.0</b>	<b>14.3</b>
501	Motor vehicles and motor vehicle parts and supplies .....	1 878 930	188 206	18 574	52.0	10	19.0	13.7
5012	Automobiles and other motor vehicles .....	5 706 105	314 705	21 122	52.1	18	12.9	10.1
5013	Motor vehicle supplies and new parts .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5014	Tires and tubes .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5015	Motor vehicle parts, used .....	467 250	77 516	12 065	50.7	6	30.7	8.0
502	Furniture and home furnishings .....	1 271 787	157 660	19 957	50.8	8	24.9	14.3
5021	Furniture .....	1 109 000	139 568	21 395	56.3	8	27.2	13.0
5023	Home furnishings .....	1 430 289	174 762	18 598	45.9	8	23.2	15.3
503	Lumber and other construction materials .....	2 784 600	200 331	19 303	51.1	14	18.9	10.7
5031	Lumber, plywood, millwork, and wood panels .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5032	Brick, stone, and related construction materials .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5033	Roofing, siding, and insulation materials .....	2 629 350	236 878	20 225	45.9	11	18.6	14.6
5039	Construction materials, n.e.c. ....	1 646 650	114 749	18 892	53.7	14	30.7	10.3
504	Professional and commercial equipment and supplies .....	1 533 620	127 554	20 740	54.0	12	30.1	10.5
5043	Photographic equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment .....	1 096 698	104 054	19 233	61.9	11	29.9	15.0
5045	Computers and computer peripheral equipment and software .....	1 313 759	137 284	22 519	53.5	10	30.7	8.7
5046	Commercial equipment, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5047	Medical, dental, and hospital equipment and supplies .....	2 888 708	157 566	24 967	53.3	18	29.7	8.7
5048	Ophthalmic goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum .....	3 165 791	263 306	24 095	45.0	12	20.3	18.8
5051	Metals service centers and offices .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods .....	2 501 451	231 249	22 598	50.3	11	19.4	12.1
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	2 517 533	220 064	22 577	52.4	11	19.6	12.8
5064	Electrical appliances, television and radio sets .....	4 559 773	295 914	23 009	43.6	15	17.8	13.0
5065	Electronic parts and equipment, n.e.c. ....	1 905 436	213 540	22 424	51.7	9	20.3	10.7
507	Hardware, and plumbing and heating equipment and supplies .....	1 752 013	183 010	20 591	50.0	10	22.5	16.7
5072	Hardware .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) .....	1 907 554	200 309	21 157	47.7	10	22.2	16.5
5075	Warm air heating and air-conditioning equipment and supplies .....	1 752 742	198 303	20 774	53.8	9	19.5	16.8
5078	Refrigeration equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies .....	1 728 021	173 257	22 842	55.3	10	23.9	21.1
5082	Construction and mining (except petroleum) machinery and equipment .....	4 062 796	206 778	27 469	59.2	20	22.4	34.2
5083	Farm and garden machinery and equipment .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment .....	1 313 840	171 669	23 716	54.9	8	25.2	11.5
5085	Industrial supplies .....	1 985 722	162 730	20 559	52.8	12	23.9	14.7
5087	Service establishment equipment and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods .....	3 218 042	289 727	17 500	43.0	11	14.0	10.4
5091	Sporting and recreational goods and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5092	Toys and hobby goods and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	Scrap and waste materials .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5094	Jewelry, watches, precious stones, and precious metals .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c. ....	1 044 174	122 844	14 159	44.8	9	25.7	11.5
51	<b>Nondurable goods .....</b>	<b>4 753 139</b>	<b>350 076</b>	<b>18 665</b>	<b>48.1</b>	<b>14</b>	<b>11.1</b>	<b>6.5</b>
511	Paper and paper products .....	2 937 532	206 755	19 714	54.4	14	17.5	9.6
5111	Printing and writing paper .....	7 011 583	342 028	25 537	57.8	12	12.9	7.7
5112	Stationery and office supplies .....	1 132 280	95 956	13 583	52.3	21	27.1	14.9
5113	Industrial and personal service paper .....	5 695 800	331 151	28 182	54.1	17	15.7	7.9
512	Drugs, drug proprietaries, and druggists' sundries .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions .....	1 011 093	113 814	14 068	44.3	9	27.9	13.1
5131	Piece goods, notions, and other dry goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings .....	394 500	71 727	8 982	40.6	6	30.8	9.0
5137	Women's, children's and infants' clothing and accessories .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)

See footnotes at end of table.



Table 2. **Selected Ratios for the State: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per estab- lishment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per estab- lishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
	<b>Merchant wholesalers—Con.</b>							
51	<b>Nondurable goods—Con.</b>							
514	Groceries and related products .....	9 216 144	445 160	19 832	52.9	21	8.4	4.8
5141	Groceries, general line .....	29 783 960	447 207	21 783	62.9	67	7.7	7.1
5142	Packaged frozen foods .....	7 375 111	399 855	16 831	48.3	18	8.7	3.3
5143	Dairy products, except dried or canned .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5144	Poultry and poultry products .....	17 999 909	1 337 831	19 520	39.1	13	3.7	1.0
5145	Confectionery .....	1 434 385	141 265	15 439	51.7	10	21.1	5.9
5146	Fish and seafoods .....	2 795 500	196 175	13 105	55.9	14	12.0	7.5
5147	Meats and meat products .....	5 471 960	396 519	18 988	51.2	14	9.3	2.6
5148	Fresh fruits and vegetables .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	Groceries and related products, n.e.c. ....	7 781 262	515 578	19 778	44.8	15	8.6	4.9
515	Farm-product raw materials .....	3 946 966	520 282	16 859	32.7	8	9.9	5.8
5153	Grain and field beans .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5159	Farm-product raw materials, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products .....	1 942 062	191 554	20 476	47.3	10	22.6	10.5
5162	Plastics materials and basic forms and shapes .....	3 661 600	265 333	18 464	49.4	14	14.1	11.6
5169	Chemicals and allied products, n.e.c. ....	1 629 418	172 012	21 010	46.8	9	26.1	10.1
517	Petroleum and petroleum products .....	6 324 896	395 949	14 613	38.2	16	9.7	3.7
5171	Petroleum bulk stations and terminals .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5191	Farm supplies .....	1 439 746	214 840	13 886	42.3	7	15.3	13.0
5192	Books, periodicals, and newspapers .....	1 916 125	179 287	17 018	40.6	11	23.4	18.4
5193	Flowers, nursery stock, and florists' supplies .....	840 136	77 660	11 731	55.1	11	27.4	6.7
5194	Tobacco and tobacco products .....	8 565 600	571 040	21 253	45.2	15	8.2	5.5
5198	Paints, varnishes, and supplies .....	1 706 227	166 093	21 252	47.4	10	27.0	12.6
5199	Nondurable goods, n.e.c. ....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	<b>Manufacturers' sales branches and sales offices .....</b>	<b>10 984 441</b>	<b>635 530</b>	<b>29 348</b>	<b>50.9</b>	<b>17</b>	<b>9.1</b>	<b>4.8</b>
50	<b>Durable goods .....</b>	<b>7 105 326</b>	<b>431 898</b>	<b>33 514</b>	<b>53.3</b>	<b>16</b>	<b>14.6</b>	<b>7.3</b>
501	Motor vehicles and motor vehicle parts and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials .....	4 977 500	645 231	25 028	38.7	8	10.0	8.5
504	Professional and commercial equipment and supplies .....	10 844 436	373 286	35 877	57.8	29	16.6	8.5
505	Metals and minerals, except petroleum .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods .....	8 644 400	764 991	39 562	54.1	11	9.6	2.7
507	Hardware, and plumbing and heating equipment and supplies .....	3 067 000	269 626	33 791	52.1	11	24.0	14.9
508	Machinery, equipment, and supplies .....	3 389 714	379 042	27 837	53.9	9	13.6	9.9
509	Miscellaneous durable goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	<b>Nondurable goods .....</b>	<b>17 056 098</b>	<b>917 638</b>	<b>23 576</b>	<b>46.7</b>	<b>19</b>	<b>5.5</b>	<b>3.2</b>
511	Paper and paper products .....	4 214 727	572 370	30 716	59.1	7	9.1	.4
512	Drugs, drug proprietaries, and druggists' sundries .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products .....	8 815 850	367 710	22 399	52.1	24	11.7	1.3
515	Farm-product raw materials .....	-	-	-	-	-	-	-
516	Chemicals and allied products .....	2 151 905	480 745	27 032	44.9	4	12.5	3.4
517	Petroleum and petroleum products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages .....	-	-	-	-	-	-	-
519	Miscellaneous nondurable goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	<b>Agents, brokers, and commission merchants .....</b>	<b>5 496 658</b>	<b>822 853</b>	<b>18 972</b>	<b>51.0</b>	<b>7</b>	<b>4.5</b>	<b>.3</b>
50	<b>Durable goods .....</b>	<b>3 831 354</b>	<b>795 777</b>	<b>22 438</b>	<b>50.1</b>	<b>5</b>	<b>5.6</b>	<b>.7</b>
501	Motor vehicles and motor vehicle parts and supplies .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials .....	1 311 000	605 077	15 846	53.8	2	4.9	-
504	Professional and commercial equipment and supplies .....	3 018 000	377 250	33 888	47.2	8	19.0	5.6
505	Metals and minerals, except petroleum .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods .....	3 146 625	853 322	24 927	52.8	4	5.5	.2
507	Hardware, and plumbing and heating equipment and supplies .....	2 347 318	679 487	25 684	52.3	3	7.2	1
508	Machinery, equipment, and supplies .....	1 914 395	440 209	24 444	55.3	4	10.0	1.2
509	Miscellaneous durable goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	<b>Nondurable goods .....</b>	<b>8 552 577</b>	<b>846 531</b>	<b>15 941</b>	<b>52.2</b>	<b>10</b>	<b>3.6</b>	<b>.1</b>
511	Paper and paper products .....	1 146 250	339 630	27 333	47.5	3	17.0	1.2
512	Drugs, drug proprietaries, and druggists' sundries .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products .....	13 127 979	1 042 255	19 523	54.6	13	3.4	-
515	Farm-product raw materials .....	9 218 364	450 676	5 218	35.2	20	3.3	.2
516	Chemicals and allied products .....	1 417 200	244 345	15 345	57.1	6	11.0	.8
517	Petroleum and petroleum products .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods .....	(D)	(D)	(D)	(D)	(D)	(D)	(D)

<sup>1</sup>Based on number of employees for pay period including March 12.

**Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A.]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Wholesale trade .....	2 934	2 732	11 086 304	8 726 234	27.0	717 183	550 948	30.2	34 064	31 016
50		Durable goods .....	2 002	1 861	5 180 010	4 724 755	9.6	473 997	388 247	22.1	21 340	20 785
501		Motor vehicles and automotive parts and supplies ---	303	282	866 951	768 709	12.8	63 068	50 732	24.3	3 355	3 148
5012	5012	Automobiles and other motor vehicles .....	43	43	471 930	465 417	1.4	19 146	15 856	20.7	980	844
5013	5013	Automotive parts and supplies .....	237	214	329 229	236 678	39.1	38 296	30 365	26.1	2 123	2 054
	5015 pt.	Motor vehicle supplies and new parts .....	223	205	320 448	(D)	(D)	36 907	(D)	(D)	2 022	(D)
		Motor vehicle parts, used .....	14	9	8 781	(D)	(D)	1 389	(D)	(D)	101	(D)
5014	5014	Tires and tubes .....	23	25	65 792	66 614	-1.2	5 626	4 511	24.7	252	250
502		Furniture and home furnishings .....	98	90	137 876	112 480	22.6	13 426	10 991	22.2	653	687
5021	5021	Furniture .....	50	45	68 113	65 281	4.3	7 056	6 355	11.0	314	369
5023	5023	Home furnishings .....	48	45	69 763	47 199	47.8	6 370	4 636	37.4	339	318
503		Lumber and other construction materials .....	140	146	411 703	321 019	28.2	35 106	24 473	43.4	1 789	1 575
5031	5031	Lumber, plywood, millwork, and wood panels .....	45	50	220 558	161 894	36.2	14 567	12 733	14.4	744	820
5039		Construction materials, n.e.c. .....	95	96	191 145	159 125	20.1	20 539	11 740	74.9	1 045	755
	5032	Brick, stone, and related construction materials .....	25	26	54 428	51 270	6.2	4 121	2 771	48.7	207	154
	5033	Roofing, siding, and insulation materials .....	25	21	64 646	64 413	.4	5 108	3 627	40.8	241	209
	5039	Construction materials, n.e.c. .....	45	49	72 071	43 442	65.9	11 310	5 342	111.7	597	392
504		Sporting, recreational, photographic, and hobby goods, toys and supplies .....	61	40	351 762	228 220	54.1	17 581	8 964	96.1	907	552
5041	5091	Sporting and recreational goods and supplies .....	36	22	313 784	195 314	60.7	13 945	6 358	119.3	671	357
5042	5092	Toys and hobby goods and supplies .....	15	10	17 335	18 549	-6.6	1 170	1 636	-28.5	82	110
5043	5043	Photographic equipment and supplies .....	10	8	20 643	14 357	43.8	2 466	970	154.2	154	85
505		Metals and minerals, except petroleum .....	53	64	184 161	267 082	-31.1	14 937	18 345	-18.6	620	838
5051	5051	Metals service centers and offices .....	48	60	171 976	(D)	(D)	13 819	(D)	(D)	588	(D)
5052	5052	Coal and other minerals and ores .....	5	4	12 185	(D)	(D)	1 118	(D)	(D)	32	(D)
506		Electrical goods .....	258	236	800 761	711 872	12.5	60 215	45 316	32.9	2 437	2 371
5063		Electrical apparatus and equipment, wiring supplies, and construction materials .....	130	121	374 032	309 091	21.0	28 132	23 645	19.0	1 195	1 275
	5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	105	(NA)	314 043	(NA)	(NA)	22 364	(NA)	(NA)	978	(NA)
	5065 pt.	Electronic parts and equipment, n.e.c. .....	10	(NA)	20 908	(NA)	(NA)	1 684	(NA)	(NA)	76	(NA)
	5084 pt.	Industrial machinery and equipment .....	15	(NA)	39 081	(NA)	(NA)	4 084	(NA)	(NA)	141	(NA)
5064	5064	Electrical appliances, television and radio sets .....	28	33	199 890	167 735	19.2	10 837	10 837	-	416	558
5065	5065 pt.	Electronic parts and equipment, n.e.c. .....	100	82	226 839	235 046	-3.5	21 246	10 834	96.1	826	538
507		Hardware, and plumbing and heating equipment and supplies .....	180	170	338 979	308 759	9.8	34 595	31 178	11.0	1 603	1 956
5072	5072	Hardware .....	52	40	89 872	89 262	.7	11 502	10 129	13.6	529	736
5074	5074	Plumbing and heating equipment and supplies (hydronics) .....	78	81	153 024	119 281	28.3	13 987	10 702	30.7	667	752
5075	5075	Warm air heating and air-conditioning equipment and supplies .....	37	32	80 892	85 257	-5.1	7 783	8 018	-2.9	333	354
5078	5078	Refrigeration equipment and supplies .....	13	17	15 191	14 959	1.6	1 323	2 329	-43.2	74	114
508		Machinery, equipment, and supplies .....	779	721	1 714 063	1 797 444	-4.6	209 883	176 361	19.0	8 699	8 624
5081		Commercial machines and equipment .....	213	151	650 885	680 344	-4.3	77 476	53 249	45.5	2 970	2 379
	5044	Office equipment .....	72	(NA)	87 489	(NA)	(NA)	16 604	(NA)	(NA)	802	(NA)
	5045	Computers and computer peripheral equipment and software .....	108	(NA)	501 906	(NA)	(NA)	52 242	(NA)	(NA)	1 693	(NA)
	5046	Commercial equipment, n.e.c. .....	33	34	61 490	32 616	88.5	8 630	5 052	70.8	475	328
5082	5082	Construction and mining (except petroleum) machinery and equipment .....	59	61	228 328	267 841	-14.8	29 703	37 898	-21.6	1 077	1 707
5083	5083	Farm and garden machinery and equipment .....	58	62	79 590	114 480	-30.5	7 907	9 085	-13.0	456	590
5084	5084 pt.	Industrial machinery and equipment .....	187	186	271 592	351 989	-22.9	33 447	37 092	-9.8	1 375	1 697
5085	5085	Industrial supplies .....	94	107	182 325	184 276	-1.1	20 976	17 374	20.7	1 014	911
5086		Professional equipment and supplies .....	84	83	177 259	110 395	60.6	27 752	13 277	109.0	1 191	763
	5047	Medical, dental, and hospital equipment and supplies .....	53	38	153 820	(D)	(D)	23 222	(D)	(D)	934	(D)
	5048	Ophthalmic goods .....	14	18	8 300	(D)	(D)	2 492	(D)	(D)	163	(D)
	5049	Professional equipment and supplies, n.e.c. .....	17	27	15 139	21 554	-29.8	2 038	2 876	-29.1	94	190
5087	5087	Service establishment equipment and supplies .....	69	59	60 699	36 555	66.0	9 821	5 255	86.9	473	365
5088	5088	Transportation equipment and supplies, except motor vehicles .....	15	12	63 385	51 564	22.9	2 801	3 131	-10.5	143	212
509		Miscellaneous durable goods .....	130	112	373 754	209 170	78.7	25 186	21 887	15.1	1 277	1 034
5093	5093	Scrap and waste materials .....	55	44	117 684	44 888	162.2	8 759	5 059	73.1	523	399
5094	5094	Jewelry, watches, precious stones, and precious metals .....	28	18	206 740	117 206	76.4	11 114	12 146	-8.5	380	318
5099	5099 pt.	Durable goods, n.e.c. .....	47	50	49 330	47 076	4.8	5 313	4 682	13.5	374	317



Table 3. **Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.**

(For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A)

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		<b>Wholesale trade—Con.</b>										
51		<b>Nondurable goods</b> .....	932	871	5 906 294	4 001 479	47.6	243 186	162 701	49.5	12 724	10 231
511		Paper and paper products .....	96	71	281 722	170 194	65.5	24 793	15 037	64.9	1 202	856
5111	5111	Printing and writing paper .....	12	10	84 139	49 175	71.1	6 282	3 722	68.8	246	197
5112	5112	Stationery and office supplies .....	64	47	81 940	50 587	62.0	10 603	7 106	49.2	675	465
5113	5113	Industrial and personal service paper .....	20	14	115 643	70 432	64.2	7 908	4 209	87.9	281	194
512		Drugs, drug proprietaries, and druggists' sundries .....	40	26	375 144	178 005	110.7	11 567	6 303	83.5	552	431
5122	5122	Drugs, drug proprietaries, and druggists' sundries ..	40	26	375 144	178 005	110.7	11 567	6 303	83.5	552	431
513		Apparel, piece goods, and notions .....	50	37	49 943	46 934	6.4	5 555	4 732	17.4	393	273
5133	5131 pt.	Piece goods .....	10	9	17 168	18 859	-9.0	2 763	2 142	29.0	163	131
5134	5131 pt.	Notions and other dry goods .....	6	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	5136	Men's and boys' clothing and furnishings .....	10	5	3 945	(D)	(D)	494	(D)	(D)	55	(D)
5137	5137	Women's, children's, and infants' clothing and accessories .....	21	15	17 973	9 474	89.7	761	637	19.5	66	57
5139	5139	Footwear .....	3	4	(D)	3 824	(D)	(D)	436	(D)	(D)	34
514		Groceries and related products .....	289	268	2 831 310	1 714 801	65.1	115 978	71 273	62.7	5 733	4 428
5141	5141	Groceries, general line .....	40	31	931 240	665 606	39.9	39 681	24 495	62.0	1 834	1 364
5142	5142	Packaged frozen foods .....	18	16	185 685	113 782	63.2	5 308	4 193	26.6	306	270
5143	5143	Dairy products, except dried or canned .....	17	22	93 959	105 078	-10.6	4 285	3 093	38.5	231	280
5144	5144	Poultry and poultry products .....	11	19	197 999	191 513	3.4	2 889	3 579	-19.3	148	226
5145	5145	Confectionery .....	21	20	106 406	40 475	162.9	5 844	3 857	51.5	301	229
5146	5146	Fish and seafoods .....	4	4	11 182	14 392	-22.3	747	882	-15.3	57	56
5147	5147	Meats and meat products .....	32	28	196 334	83 719	134.5	7 884	5 216	51.2	412	386
5148	5148	Fresh fruits and vegetables .....	42	37	128 641	90 056	42.8	9 623	5 941	62.0	544	348
5149	5149	Groceries and related products, n.e.c. ....	104	91	979 864	410 180	138.9	39 717	20 017	98.4	1 900	1 269
515		Farm-product raw materials .....	40	46	215 864	269 120	-19.8	4 883	4 509	8.3	445	433
5152	5159 pt.	Cotton .....	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
5153	5153	Grain and field beans .....	19	23	76 591	138 621	-44.8	2 251	2 576	-12.6	152	144
5154	5154	Livestock .....	11	14	86 252	110 876	-22.2	931	1 353	-31.2	212	244
5159	5159 pt.	Farm-product raw materials, n.e.c. ....	10	8	53 021	(D)	(D)	1 701	(D)	(D)	81	(D)
516		Chemicals and allied products .....	91	78	178 510	118 514	50.6	16 480	14 308	15.2	782	721
5161		Chemicals and allied products .....	91	78	178 510	118 514	50.6	16 480	14 308	15.2	782	721
5162	5162	Plastics materials and basic forms and shapes ..	13	14	43 801	20 798	110.6	2 947	2 486	18.5	160	139
5169	5169	Chemicals and allied products, n.e.c. ....	78	64	134 709	97 716	37.9	13 533	11 822	14.5	622	582
517		Petroleum and petroleum products .....	87	130	1 601 457	1 161 544	37.9	30 797	18 701	64.7	1 768	1 194
5171	5171	Petroleum bulk stations and terminals .....	57	87	1 233 039	836 990	47.3	21 665	11 642	86.1	1 281	774
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	30	43	368 418	324 554	13.5	9 132	7 059	29.4	487	420
518		Beer, wine, and distilled alcoholic beverages .....	22	17	92 837	74 926	23.9	9 275	7 108	30.5	368	308
5181	5181	Beer and ale .....	19	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	5182	Wine and distilled alcoholic beverages .....	3	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519		Miscellaneous nondurable goods .....	217	198	279 507	267 441	4.5	23 858	20 730	15.1	1 481	1 587
5191	5191	Farm supplies .....	67	74	96 463	113 851	-15.3	6 235	8 043	-22.5	449	622
5194	5194	Tobacco and tobacco products .....	5	7	42 828	29 936	43.1	1 594	1 476	8.0	75	109
5198	5198	Paints, varnishes and supplies .....	29	32	46 999	36 610	28.4	5 482	3 798	44.3	254	235
5199		Nondurable goods, n.e.c. ....	116	85	93 217	87 044	7.1	10 547	7 413	42.3	703	621
5099 pt.	5099 pt.	Durable goods, n.e.c. ....	7	(NA)	9 223	(NA)	(NA)	730	(NA)	(NA)	41	(NA)
5193	5193	Books, periodicals, and newspapers .....	21	20	32 020	45 457	-29.6	3 052	3 698	-17.5	178	264
5199	5199	Flowers, nursery stock, and florists' supplies ..	22	14	18 483	11 254	64.2	2 792	1 299	114.9	238	147
5199	5199	Nondurable goods, n.e.c. ....	66	(NA)	33 491	(NA)	(NA)	3 973	(NA)	(NA)	246	(NA)
		<b>Merchant wholesalers</b> .....	2 423	2 189	6 982 395	5 344 943	30.6	562 622	416 046	35.2	28 148	25 244
50		<b>Durable goods</b> .....	1 682	1 507	(D)	2 716 918	(D)	(D)	286 322	(D)	(D)	16 840
501		Motor vehicles and automotive parts and supplies ..	279	259	557 518	397 354	40.3	54 585	44 344	23.1	2 889	2 821
5012	5012	Automobiles and other motor vehicles .....	38	38	216 832	(D)	(D)	14 553	(D)	(D)	689	(D)
5013		Automotive parts and supplies .....	221	199	(D)	215 277	(D)	(D)	29 020	(D)	(D)	1 969
5013	5013	Motor vehicle supplies and new parts .....	207	190	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5015 pt.	5015 pt.	Motor vehicle parts, used .....	14	9	8 781	(D)	(D)	1 389	(D)	(D)	101	(D)
5014	5014	Tires and tubes .....	20	22	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502		Furniture and homefurnishings .....	75	66	95 384	(D)	(D)	12 074	(D)	(D)	605	(D)
5021	5021	Furniture .....	37	32	41 033	(D)	(D)	6 290	(D)	(D)	294	(D)
5023	5023	Homefurnishings .....	38	34	54 351	(D)	(D)	5 784	(D)	(D)	311	(D)
503		Lumber and other construction materials .....	120	122	334 152	226 174	47.7	32 197	20 197	59.4	1 668	1 346
5031	5031	Lumber, plywood, millwork, and wood panels .....	42	45	(D)	141 026	(D)	(D)	11 126	(D)	(D)	716
5039		Construction materials, n.e.c. ....	78	77	(D)	85 148	(D)	(D)	9 071	(D)	(D)	830
5032	5032	Brick, stone, and related construction materials ..	18	18	(D)	17 325	(D)	(D)	2 101	(D)	(D)	124
5033	5033	Roofing, siding, and insulation materials .....	20	15	52 587	29 842	76.2	4 490	1 898	136.6	222	133
5039	5039	Construction materials, n.e.c. ....	40	44	65 866	37 981	73.4	10 844	5 072	113.8	574	373

**Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.**

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1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		<b>Merchant wholesalers—Con.</b>										
50		<b>Durable goods—Con.</b>										
504		Sporting, recreational, photographic, and hobby goods, toys and supplies .....	54	33	321 319	178 180	80.3	16 442	8 109	102.8	880	520
5041	5091	Sporting and recreational goods and supplies .....	31	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5042	5092	Toys and hobby goods and supplies .....	14	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5043	5043	Photographic equipment and supplies .....	9	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505		Metals and minerals, except petroleum .....	43	47	136 129	117 885	15.5	12 457	11 868	5.0	517	616
5051	5051	Metals service centers and offices .....	39	45	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	5052	Coal and other minerals and ores .....	4	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506		Electrical goods .....	184	157	449 701	423 379	6.2	44 626	31 305	42.6	1 967	1 791
5063		Electrical apparatus and equipment, wiring supplies, and construction materials .....	91	76	215 840	151 053	42.9	22 590	15 347	47.2	997	917
	5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	75	(NA)	188 815	(NA)	(NA)	19 371	(NA)	(NA)	858	(NA)
	5065 pt.	Electronic parts and equipment, n.e.c. ....	7	(NA)	15 078	(NA)	(NA)	1 371	(NA)	(NA)	65	(NA)
	5084 pt.	Industrial machinery and equipment .....	9	(NA)	11 947	(NA)	(NA)	1 848	(NA)	(NA)	74	(NA)
5064	5064	Electrical appliances, television and radio sets .....	22	28	100 315	(D)	(D)	7 800	(D)	(D)	339	(D)
5065	5065 pt.	Electronic parts and equipment, n.e.c. ....	71	53	133 546	(D)	(D)	14 236	(D)	(D)	631	(D)
507		Hardware, and plumbing and heating equipment and supplies .....	150	140	262 802	224 426	17.1	29 568	24 620	20.1	1 436	1 689
5072	5072	Hardware .....	42	30	(D)	71 885	(D)	(D)	9 071	(D)	(D)	683
5074	5074	Plumbing and heating equipment and supplies (hydronics) .....	65	68	123 991	(D)	(D)	13 096	(D)	(D)	619	(D)
5075	5075	Warm air heating and air-conditioning equipment and supplies .....	31	26	54 335	(D)	(D)	5 692	(D)	(D)	274	(D)
5078	5078	Refrigeration equipment and supplies .....	12	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508		Machinery, equipment, and supplies .....	659	581	1 095 490	950 425	15.3	155 707	123 585	26.0	7 059	6 588
5081		Commercial machines and equipment .....	173	119	(D)	112 435	(D)	(D)	19 548	(D)	(D)	1 138
	5044	Office equipment .....	63	(NA)	69 092	(NA)	(NA)	12 771	(NA)	(NA)	664	(NA)
	5045	Computers and computer peripheral equipment and software .....	79	(NA)	103 787	(NA)	(NA)	17 024	(NA)	(NA)	756	(NA)
	5046	Commercial equipment, n.e.c. ....	31	33	(D)	32 516	(D)	(D)	5 039	(D)	(D)	326
5082	5082	Construction and mining (except petroleum) machinery and equipment .....	54	53	219 391	252 171	-13.0	29 145	36 928	-21.1	1 061	1 662
5083	5083	Farm and garden machinery and equipment .....	56	62	(D)	114 480	(D)	(D)	9 085	(D)	(D)	590
5084	5084 pt.	Industrial machinery and equipment .....	141	129	185 129	187 200	-1.1	25 380	23 770	6.8	1 074	1 208
5085	5085	Industrial supplies .....	79	80	156 872	136 832	14.6	19 819	15 678	26.4	964	824
5086		Professional equipment and supplies .....	76	74	160 458	95 650	67.8	26 236	11 949	119.6	1 129	694
	5047	Medical, dental, and hospital equipment and supplies .....	48	34	138 658	(D)	(D)	21 971	(D)	(D)	880	(D)
	5048	Ophthalmic goods .....	13	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5049	Professional equipment and supplies, n.e.c. ....	15	23	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5087	5087	Service establishment equipment and supplies .....	68	54	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	5088	Transportation equipment and supplies, except motor vehicles .....	12	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509		Miscellaneous durable goods .....	118	102	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	5093	Scrap and waste materials .....	51	42	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5094	5094	Jewelry, watches, precious stones, and precious metals .....	26	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	5099 pt.	Durable goods, n.e.c. ....	41	44	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51		<b>Nondurable goods .....</b>	<b>741</b>	<b>682</b>	<b>(D)</b>	<b>2 628 025</b>	<b>(D)</b>	<b>(D)</b>	<b>129 724</b>	<b>(D)</b>	<b>(D)</b>	<b>8 404</b>
511		Paper and paper products .....	77	59	226 190	122 109	85.2	21 567	12 087	78.4	1 094	739
5111	5111	Printing and writing paper .....	12	8	84 139	(D)	(D)	6 282	(D)	(D)	246	(D)
5112	5112	Stationery and office supplies .....	50	39	56 614	(D)	(D)	8 014	(D)	(D)	590	(D)
5113	5113	Industrial and personal service paper .....	15	12	85 437	(D)	(D)	7 271	(D)	(D)	258	(D)
512		Drugs, drug proprietaries, and druggists' sundries .....	34	21	(D)	149 874	(D)	(D)	5 858	(D)	(D)	407
5122	5122	Drugs, drug proprietaries, and druggists' sundries ..	34	21	(D)	149 874	(D)	(D)	5 858	(D)	(D)	407
513		Apparel, piece goods, and notions .....	43	24	43 477	(D)	(D)	5 374	(D)	(D)	382	(D)
5133	5131 pt.	Piece goods .....	9	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5134	5131 pt.	Notions and other dry goods .....	6	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	5136	Men's and boys' clothing and furnishings .....	10	2	3 945	(D)	(D)	494	(D)	(D)	55	(D)
5137	5137	Women's, children's, and infants' clothing and accessories .....	15	7	(D)	2 039	(D)	(D)	199	(D)	(D)	27
5139	5139	Footwear .....	3	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514		Groceries and related products .....	202	198	1 861 661	1 200 052	55.1	82 938	53 757	54.3	4 182	3 453
5141	5141	Groceries, general line .....	25	25	744 599	610 093	22.0	36 269	23 132	56.8	1 665	1 282
5142	5142	Packaged frozen foods .....	9	10	66 376	60 689	9.4	2 794	3 198	-12.6	166	217
5143	5143	Dairy products, except dried or canned .....	12	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5144	5144	Poultry and poultry products .....	11	18	197 999	(D)	(D)	2 889	(D)	(D)	148	(D)
5145	5145	Confectionery .....	13	15	18 647	27 146	-31.3	2 038	2 828	-27.9	132	172



Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.

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1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Merchant wholesalers—Con.										
51		Nondurable goods—Con.										
514		Groceries and related products—Con.										
5146	5146	Fish and seafoods .....	4	3	11 182	(D)	(D)	747	(D)	(D)	57	(D)
5147	5147	Meats and meat products .....	25	26	136 799	(D)	(D)	6 551	(D)	(D)	345	(D)
5148	5148	Fresh fruits and vegetables .....	38	35	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5149	5149	Groceries and related products, n.e.c. ....	65	50	505 782	(D)	(D)	19 402	(D)	(D)	981	(D)
515		Farm-product raw materials .....	29	39	114 462	229 251	-50.1	3 709	4 070	-8.9	220	347
5152	5159 pt.	Cotton .....	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
5153	5153	Grain and field beans .....	18	23	(D)	138 621	(D)	(D)	2 576	(D)	(D)	144
5154	5154	Livestock .....	3	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5159	5159 pt.	Farm-product raw materials, n.e.c. ....	8	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516		Chemicals and allied products .....	65	60	126 234	97 313	29.7	13 494	11 669	15.6	659	587
5161		Chemicals and allied products .....	65	60	126 234	97 313	29.7	13 494	11 669	15.6	659	587
	5162	Plastics materials and basic forms and shapes ..	10	12	36 616	(D)	(D)	2 548	(D)	(D)	138	(D)
	5169	Chemicals and allied products, n.e.c. ....	55	48	89 618	(D)	(D)	10 946	(D)	(D)	521	(D)
517		Petroleum and petroleum products .....	77	90	487 017	510 034	-4.5	17 974	14 132	27.2	1 230	933
5171	5171	Petroleum bulk stations and terminals .....	49	55	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	28	35	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518		Beer, wine, and distilled alcoholic beverages .....	20	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	5181	Beer and ale .....	19	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	5182	Wine and distilled alcoholic beverages .....	1	-	(D)	-	(X)	(D)	-	(X)	(D)	-
519		Miscellaneous nondurable goods .....	194	176	(D)	213 374	(D)	(D)	17 894	(D)	(D)	1 448
5191	5191	Farm supplies .....	67	71	96 463	(D)	(D)	6 235	(D)	(D)	449	(D)
5194	5194	Tobacco and tobacco products .....	5	7	42 828	29 936	43.1	1 594	1 476	8.0	75	109
5198	5198	Paints, varnishes and supplies .....	22	25	37 537	(D)	(D)	4 803	(D)	(D)	226	(D)
5199		Nondurable goods, n.e.c. ....	100	73	(D)	60 117	(D)	(D)	6 335	(D)	(D)	560
	5099 pt.	Durable goods, n.e.c. ....	5	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5192	Books, periodicals, and newspapers .....	16	15	30 658	(D)	(D)	2 910	(D)	(D)	171	(D)
	5193	Flowers, nursery stock, and florists' supplies .....	22	14	18 483	11 254	64.2	2 792	1 299	114.9	238	147
	5199	Nondurable goods, n.e.c. ....	57	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
		Manufacturers' sales branches and sales offices .....	236	294	2 592 328	2 633 961	-1.6	119 710	111 315	7.5	4 079	4 423
50		Durable goods .....	144	183	1 023 167	1 650 512	-38.0	79 395	86 879	-8.6	2 369	3 167
501	501 pt.	Motor vehicles and automotive parts and supplies ...	15	14	(D)	340 358	(D)	(D)	5 486	(D)	(D)	242
502	502	Furniture and home furnishings .....	3	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	503	Lumber and other construction materials .....	14	19	69 685	89 760	-22.4	2 703	4 054	-33.3	108	213
504		Sporting, recreational, photographic, and hobby goods, toys and supplies .....	2	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies .....	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods .....	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	505	Metals and minerals, except petroleum .....	8	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506		Electrical goods .....	23	35	(D)	170 666	(D)	(D)	10 119	(D)	(D)	408
	506	Electrical goods .....	20	(NA)	172 888	(NA)	(NA)	8 941	(NA)	(NA)	226	(NA)
	508 pt.	Machinery, equipment, and supplies .....	3	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
507	507	Hardware, and plumbing and heating equipment and supplies .....	8	6	24 536	33 989	-27.8	3 075	3 105	-1.0	91	130
508		Machinery, equipment, and supplies .....	70	84	(D)	732 615	(D)	(D)	47 306	(D)	(D)	1 739
	504 pt.	Professional and commercial equipment and supplies .....	38	30	414 568	(D)	(D)	40 417	(D)	(D)	1 127	(D)
	508 pt.	Machinery, equipment, and supplies .....	32	54	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	509 pt.	Miscellaneous durable goods .....	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51		Nondurable goods .....	92	111	1 569 161	983 449	59.8	40 315	24 438	65.0	1 710	1 256
511	511	Paper and paper products .....	11	11	46 362	(D)	(D)	2 488	(D)	(D)	81	(D)
512	512	Drugs, drug proprietaries, and druggists' sundries ...	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	513	Apparel, piece goods, and notions .....	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	514	Groceries and related products .....	40	36	352 634	217 027	62.5	21 481	10 727	100.3	959	591
515	515	Farm-product raw materials .....	-	-	-	-	-	-	-	-	-	-



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		<b>Manufacturers' sales branches and sales offices—Con.</b>										
51		<b>Nondurable goods—Con.</b>										
516	516	Chemicals and allied products .....	21	14	45 190	(D)	(D)	2 541	(D)	(D)	94	(D)
517	517	Petroleum and petroleum products .....	9	35	(D)	643 326	(D)	(D)	4 422	(D)	(D)	235
518	518	Beer, wine, and distilled alcoholic beverages .....	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
519		Miscellaneous nondurable goods .....	9	11	(D)	41 331	(D)	(D)	2 459	(D)	(D)	113
	509 pt.	Miscellaneous durable goods .....	-	(NA)	-	(NA)	(NA)	-	(NA)	(NA)	-	(NA)
	519	Miscellaneous nondurable goods .....	9	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
		<b>Agents, brokers, and commission merchants .....</b>	<b>275</b>	<b>249</b>	<b>1 511 581</b>	<b>747 330</b>	<b>102.3</b>	<b>34 851</b>	<b>23 587</b>	<b>47.8</b>	<b>1 837</b>	<b>1 349</b>
50		<b>Durable goods .....</b>	<b>176</b>	<b>171</b>	<b>(D)</b>	<b>357 325</b>	<b>(D)</b>	<b>(D)</b>	<b>15 046</b>	<b>(D)</b>	<b>(D)</b>	<b>778</b>
501	501 pt.	Motor vehicles and automotive parts and supplies .....	9	9	(D)	30 997	(D)	(D)	902	(D)	(D)	85
502	502	Furniture and home furnishings .....	20	18	(D)	26 283	(D)	(D)	663	(D)	(D)	27
503	503	Lumber and other construction materials .....	6	5	7 866	5 085	54.7	206	222	-7.2	13	16
504		Sporting, recreational, photographic, and hobby goods, toys and supplies .....	5	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies .....	-	-	-	-	-	-	-	-	-	-
	509 pt.	Miscellaneous durable goods .....	5	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	505	Metals and minerals, except petroleum .....	2	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506		Electrical goods .....	51	44	(D)	117 827	(D)	(D)	3 892	(D)	(D)	172
	506	Electrical goods .....	48	(NA)	151 038	(NA)	(NA)	4 412	(NA)	(NA)	177	(NA)
	508 pt.	Machinery, equipment, and supplies .....	3	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
507	507	Hardware, and plumbing and heating equipment and supplies .....	22	24	51 641	50 344	2.6	1 952	3 453	-43.5	76	137
508		Machinery, equipment, and supplies .....	50	56	(D)	114 404	(D)	(D)	5 470	(D)	(D)	297
	504 pt.	Professional and commercial equipment and supplies .....	10	11	30 180	(D)	(D)	2 711	(D)	(D)	80	(D)
	508 pt.	Machinery, equipment, and supplies .....	40	45	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	509 pt.	Miscellaneous durable goods .....	11	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51		<b>Nondurable goods .....</b>	<b>99</b>	<b>78</b>	<b>(D)</b>	<b>390 005</b>	<b>(D)</b>	<b>(D)</b>	<b>8 541</b>	<b>(D)</b>	<b>(D)</b>	<b>571</b>
511	511	Paper and paper products .....	8	1	9 170	(D)	(D)	738	(D)	(D)	27	(D)
512	512	Drugs, drug proprietaries, and druggists' sundries .....	5	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	513	Apparel, piece goods, and notions .....	6	11	(D)	5 590	(D)	(D)	215	(D)	(D)	14
514	514	Groceries and related products .....	47	34	617 015	297 722	107.2	11 559	6 789	70.3	592	384
515	515	Farm-product raw materials .....	11	7	101 402	39 869	154.3	1 174	439	167.4	225	86
516	516	Chemicals and allied products .....	5	4	7 086	(D)	(D)	445	(D)	(D)	29	(D)
517	517	Petroleum and petroleum products .....	1	5	(D)	8 184	(D)	(D)	147	(D)	(D)	26
518	518	Beer, wine, and distilled alcoholic beverages .....	2	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519		Miscellaneous nondurable goods .....	14	11	(D)	12 736	(D)	(D)	377	(D)	(D)	26
	509 pt.	Miscellaneous durable goods .....	2	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	519	Miscellaneous nondurable goods .....	12	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)

Table 4. Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the State: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A.]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
		Wholesale trade -----	2 934	11 086 304	717 183	171 583	34 064	1 422 782	879 551	854 272
5013	5013 5015 pt.	Automotive parts and supplies ----- Motor vehicle parts and supplies ----- Motor vehicle parts, used -----	237 223 14	329 229 320 448 8 781	38 296 36 907 1 389	8 930 8 591 339	2 123 2 022 101	72 628 69 893 2 735	52 346 51 665 681	53 546 52 862 684
5039	5032 5033 5039	Construction materials, n.e.c. ----- Brick, stone, and related construction materials ----- Roofing, siding, and insulation materials ----- Construction materials, n.e.c. -----	95 25 25 45	191 145 54 428 64 646 72 071	20 539 4 121 5 108 11 310	5 002 858 1 312 2 832	1 045 207 241 597	41 790 9 025 11 570 21 195	20 051 3 949 9 279 6 823	22 045 4 857 9 976 7 212
5041 5042	5091 5092	Sporting and recreational goods and supplies ----- Toys and hobby goods and supplies -----	36 15	313 784 17 335	13 945 1 170	2 955 256	671 82	30 858 2 624	20 948 3 191	25 220 2 848
5063	5063 5065 pt. 5084 pt.	Electrical apparatus and equipment, wiring supplies, and construction equipment ----- Electrical apparatus and equipment, wiring supplies, and construction equipment ----- Electrical parts and equipment, n.e.c. ----- Industrial machinery and equipment -----	130 105 10 15	374 032 314 043 20 908 39 081	28 132 22 364 1 684 4 084	7 299 5 723 552 1 024	1 195 978 76 141	53 490 42 575 3 589 7 326	30 828 26 473 3 349 1 006	28 281 24 446 2 677 1 158
5065	5065 pt.	Electronic parts and equipment, n.e.c. -----	100	226 839	21 246	5 011	826	39 639	15 171	16 016
5081	5044 5045 5046	Commercial machines and equipment ----- Office equipment ----- Computers and computer peripheral equipment and software ----- Commercial equipment, n.e.c. -----	213 72 108 33	650 885 87 489 501 906 61 490	77 476 16 604 52 242 8 630	19 036 3 955 12 947 2 134	2 970 802 1 693 475	137 949 26 688 94 024 17 237	80 209 10 205 62 670 7 334	62 685 11 537 43 269 7 879
5084	5084 pt.	Industrial machinery and equipment -----	187	271 592	33 447	7 842	1 375	60 290	26 780	29 568
5086	5047 5048 5049	Professional equipment and supplies ----- Medical, dental, and hospital equipment and supplies ----- Ophthalmic goods ----- Professional equipment and supplies, n.e.c. -----	84 53 14 17	177 259 153 820 8 300 15 139	27 752 23 222 2 492 2 038	7 287 6 243 592 452	1 191 934 163 94	51 809 44 268 3 804 3 737	13 360 11 012 931 1 417	14 684 12 369 957 1 358
5099 5133 5134 5152 5159	5099 pt. 5131 pt. 5131 pt. 5159 pt. 5159 pt.	Durable goods, n.e.c. ----- Piece goods ----- Notions and other dry goods ----- Cotton ----- Farm-product raw materials, n.e.c. -----	47 10 6 - 10	49 330 17 168 (D) (D) 53 021	5 313 2 763 (D) (D) 1 701	1 178 653 (D) (D) 283	374 163 (D) (D) 81	12 298 5 717 (D) (D) 4 212	4 936 2 090 (D) (D) 3 100	5 157 2 400 (D) (D) 1 844
5161	5162 5169	Chemicals and allied products ----- Plastics materials and basic forms and shapes ----- Chemicals and allied products, n.e.c. -----	91 13 78	178 510 43 801 134 709	16 480 2 947 13 533	3 966 706 3 260	782 160 622	34 985 6 167 28 818	13 775 4 235 9 540	14 867 4 552 10 315
5199	5099 pt. 5192 5193 5199	Nondurable goods, n.e.c. ----- Durable goods, n.e.c. ----- Books, periodicals, and newspapers ----- Flowers, nursery stock, and florists' supplies ----- Nondurable goods, n.e.c. -----	116 7 21 22 66	93 217 9 223 32 020 18 483 33 491	10 547 730 3 052 2 792 3 973	2 482 155 733 692 902	703 41 178 238 246	22 883 1 963 7 452 5 071 8 397	10 102 541 5 663 1 026 2 872	10 834 457 5 647 1 246 3 484
		Merchant Wholesalers -----	2 423	6 982 395	562 622	133 734	28 148	1 119 066	701 313	725 081
5013	5013 5015 pt.	Automotive parts and supplies ----- Motor vehicle parts and supplies ----- Motor vehicle parts, used -----	221 207 14	(D) (D) 8 781	(D) (D) 1 389	(D) (D) 339	(D) (D) 101	(D) (D) 2 735	(D) (D) 681	(D) (D) 684
5039	5032 5033 5039	Construction materials, n.e.c. ----- Brick, stone, and related construction materials ----- Roofing, siding, and insulation materials ----- Construction materials, n.e.c. -----	78 18 20 40	(D) (D) 52 587 65 866	(D) (D) 4 490 10 844	(D) (D) 1 156 2 705	(D) (D) 222 574	(D) (D) 9 786 20 188	(D) (D) 7 386 6 428	(D) (D) 7 677 6 757
5041 5042	5091 5092	Sporting and recreational goods and supplies ----- Toys and hobby goods and supplies -----	31 14	(D) (D)	(D) (D)	(D) (D)	(D) (D)	(D) (D)	(D) (D)	(D) (D)
5063	5063 5065 pt. 5084 pt.	Electrical apparatus and equipment, wiring supplies, and construction equipment ----- Electrical apparatus and equipment, wiring supplies, and construction equipment ----- Electrical parts and equipment, n.e.c. ----- Industrial machinery and equipment -----	91 75 7 9	215 840 188 815 15 078 11 947	22 590 19 371 1 371 1 848	6 011 5 050 484 477	997 858 65 74	42 913 36 944 3 029 2 940	30 485 26 159 3 349 977	27 937 24 129 2 677 1 131
5065	5065 pt.	Electronic parts and equipment, n.e.c. -----	71	133 546	14 236	3 325	631	27 167	12 735	13 283
5081	5044 5045 5046	Commercial machines and equipment ----- Office equipment ----- Computers and computer peripheral equipment and software ----- Commercial equipment, n.e.c. -----	173 63 79 31	(D) (D) 103 787 (D)	(D) (D) 17 024 (D)	(D) (D) 3 947 (D)	(D) (D) 756 (D)	(D) (D) 31 829 (D)	(D) (D) 7 216 (D)	(D) (D) 9 072 (D)
5084	5084 pt.	Industrial machinery and equipment -----	141	185 129	25 380	5 898	1 074	46 661	18 852	21 485
5086	5047 5048 5049	Professional equipment and supplies ----- Medical, dental, and hospital equipment and supplies ----- Ophthalmic goods ----- Professional equipment and supplies, n.e.c. -----	76 48 13 15	160 458 138 658 (D) (D)	26 236 21 971 (D) (D)	6 921 5 940 (D) (D)	1 129 880 (D) (D)	48 288 41 236 (D) (D)	12 882 10 614 (D) (D)	14 310 12 061 (D) (D)
5099 5133 5134 5152 5159	5099 pt. 5131 pt. 5131 pt. 5159 pt. 5159 pt.	Durable goods, n.e.c. ----- Piece goods ----- Notions and other dry goods ----- Cotton ----- Farm-product raw materials, n.e.c. -----	41 9 6 - 8	(D) (D) (D) (D) (D)	(D) (D) (D) (D) (D)	(D) (D) (D) (D) (D)	(D) (D) (D) (D) (D)	(D) (D) (D) (D) (D)	(D) (D) (D) (D) (D)	(D) (D) (D) (D) (D)
5161	5162 5169	Chemicals and allied products ----- Plastics materials and basic forms and shapes ----- Chemicals and allied products, n.e.c. -----	65 10 55	126 234 36 616 89 618	13 494 2 548 10 946	3 261 620 2 641	659 138 521	28 547 5 153 23 394	12 323 3 963 8 360	13 273 4 249 9 024



**Table 4. Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the State: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
<b>Merchant Wholesalers—Con.</b>										
5199		Nondurable goods, n.e.c. -----	100	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5099 pt.	Durable goods, n.e.c. -----	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5192	Books, periodicals, and newspapers -----	16	30 658	2 910	705	171	7 162	5 662	5 646
	5193	Flowers, nursery stock, and florists' supplies -----	22	18 483	2 792	692	238	5 071	1 026	1 246
	5199	Nondurable goods, n.e.c. -----	57	(D)	(D)	(D)	(D)	(D)	(D)	(D)
<b>Manufacturer's sales branches and offices ---</b>			<b>236</b>	<b>2 592 328</b>	<b>119 710</b>	<b>29 374</b>	<b>4 079</b>	<b>235 404</b>	<b>173 247</b>	<b>124 164</b>
501	501 pt.	Motor vehicles and automotive parts and supplies -----	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504		Sporting, recreational, photographic and hobby goods, toys and supplies -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506		Electrical goods -----	23	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods -----	20	172 888	8 941	2 024	226	16 523	5 038	4 714
	508 pt.	Machinery, equipment, and supplies -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508		Machinery, equipment, and supplies -----	70	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies -----	38	414 568	40 417	10 334	1 127	69 984	57 846	35 905
	508 pt.	Machinery, equipment, and supplies -----	32	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	509 pt.	Miscellaneous durable goods -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519		Miscellaneous nondurable goods -----	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods -----	-	-	-	-	-	-	-	-
	519	Miscellaneous nondurable goods -----	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
<b>Agents, brokers, and commission merchants -</b>			<b>275</b>	<b>1 511 581</b>	<b>34 851</b>	<b>8 475</b>	<b>1 837</b>	<b>68 312</b>	<b>4 991</b>	<b>5 027</b>
501	501 pt.	Motor vehicles and automotive parts and supplies -----	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504		Sporting, recreational, photographic and hobby goods, toys and supplies -----	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies -----	-	-	-	-	-	-	-	-
	509 pt.	Miscellaneous durable goods -----	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506		Electrical goods -----	51	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods -----	48	151 038	4 412	1 016	177	8 359	293	273
	508 pt.	Machinery, equipment, and supplies -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508		Machinery, equipment, and supplies -----	50	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies -----	10	30 180	2 711	561	80	5 749	1 332	1 677
	508 pt.	Machinery, equipment, and supplies -----	40	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	509 pt.	Miscellaneous durable goods -----	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519		Miscellaneous nondurable goods -----	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	519	Miscellaneous nondurable goods -----	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)



Table 5. **Summary Statistics for Counties and for Places With 2,500 Inhabitants or More:**  
**1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
					Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
Utah .....	2 956	11 094 344	718 412	34 180	2 445	6 990 435	563 851	28 264	511	4 103 909
Beaver County .....	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
Box Elder County .....	29	104 270	5 161	318	26	(D)	(D)	(D)	3	(D)
Brigham City .....	7	(D)	(D)	(D)	6	(D)	(D)	(D)	1	(D)
Tremonton .....	12	13 405	1 410	87	12	13 405	1 410	87	-	-
Balance of county .....	10	(D)	(D)	(D)	8	(D)	(D)	(D)	2	(D)
Cache County .....	77	208 589	13 307	964	71	177 495	12 362	896	6	31 094
Hyrum .....	-	-	-	-	-	-	-	-	-	-
Logan .....	57	165 469	10 992	716	54	(D)	(D)	(D)	3	(D)
Providence .....	-	-	-	-	-	-	-	-	-	-
Smithfield .....	5	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
Balance of county .....	15	(D)	(D)	(D)	13	(D)	(D)	(D)	2	(D)
Carbon County .....	53	58 383	5 121	267	46	47 679	4 081	225	7	10 704
Helper .....	6	2 915	482	31	6	2 915	482	31	-	-
Price .....	37	45 685	3 933	209	31	(D)	(D)	(D)	6	(D)
Balance of county .....	10	9 783	706	27	9	(D)	(D)	(D)	1	(D)
Daggett County .....	-	-	-	-	-	-	-	-	-	-
Davis County .....	158	796 928	36 936	1 838	130	673 254	32 154	1 628	28	123 674
Bountiful .....	48	55 297	6 413	335	39	47 206	5 947	320	9	8 091
Centerville .....	8	6 838	700	46	5	(D)	(D)	(D)	3	(D)
Clearfield .....	16	91 934	4 865	202	15	(D)	(D)	(D)	1	(D)
Clinton .....	3	1 867	107	5	3	1 867	107	5	-	-
Farmington .....	3	(D)	(D)	(D)	1	(D)	(D)	(D)	2	(D)
Fruit Heights .....	2	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)
Kaysville .....	9	26 659	2 096	90	6	(D)	(D)	(D)	3	(D)
Layton .....	24	(D)	(D)	(D)	22	(D)	(D)	(D)	2	(D)
North Salt Lake .....	24	52 474	4 679	245	20	42 700	4 421	231	4	9 774
Sunset .....	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
Syracuse .....	-	-	-	-	-	-	-	-	-	-
West Bountiful .....	7	70 251	2 613	125	5	(D)	(D)	(D)	2	(D)
Woods Cross .....	8	6 374	1 036	48	8	6 374	1 036	48	-	-
Balance of county .....	5	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
Duchesne County .....	27	37 411	2 340	161	21	25 336	1 859	113	6	12 075
Roosevelt .....	22	33 449	1 949	137	18	(D)	(D)	(D)	4	(D)
Balance of county .....	5	3 962	391	24	3	(D)	(D)	(D)	2	(D)
Emery County .....	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
Garfield County .....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
Grand County .....	10	8 278	732	44	9	(D)	(D)	(D)	1	(D)
Moab .....	8	(D)	(D)	(D)	7	(D)	(D)	(D)	1	(D)
Balance of county .....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
Iron County .....	36	61 674	3 270	283	35	(D)	(D)	(D)	1	(D)
Cedar City .....	31	58 645	2 998	253	30	(D)	(D)	(D)	1	(D)
Balance of county .....	5	3 029	272	30	5	3 029	272	30	-	-
Juab County .....	8	14 943	1 265	67	6	(D)	(D)	(D)	2	(D)
Nephi .....	8	14 943	1 265	67	6	(D)	(D)	(D)	2	(D)
Balance of county .....	-	-	-	-	-	-	-	-	-	-
Kane County .....	6	7 697	612	34	6	7 697	612	34	-	-
Millard County .....	13	9 584	1 015	74	13	9 584	1 015	74	-	-
Morgan County .....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
Piute County .....	-	-	-	-	-	-	-	-	-	-
Rich County .....	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
Salt Lake County .....	1 904	8 491 855	556 883	24 958	1 511	4 822 166	422 144	20 033	393	3 669 689
Draper .....	9	11 554	687	41	9	11 554	687	41	-	-
Midvale .....	59	302 469	11 771	608	48	247 992	10 732	577	11	54 477
Murray .....	129	375 779	33 397	1 416	102	233 596	28 720	1 226	27	142 183
Riverton .....	3	4 367	209	14	2	(D)	(D)	(D)	1	(D)
Salt Lake City .....	1 047	6 279 057	376 105	16 535	836	3 360 795	280 022	12 923	211	2 918 262
Sandy ▲ .....	67	58 349	7 074	336	51	37 088	6 196	311	16	21 261
South Jordan .....	5	2 353	410	23	5	2 353	410	23	-	-
South Salt Lake .....	159	404 591	36 242	1 623	132	231 585	28 227	1 355	27	173 006
West Jordan .....	27	142 663	8 451	402	23	133 093	8 102	377	4	9 570
West Valley City .....	42	117 572	9 242	463	35	78 005	7 275	387	7	39 567
Balance of county .....	357	793 101	73 295	3 497	268	(D)	(D)	(D)	89	(D)
San Juan County .....	8	16 063	829	64	8	16 063	829	64	-	-
Blanding .....	8	-	-	-	-	-	-	-	-	-
Balance of county .....	-	16 063	829	64	8	16 063	829	64	-	-
Sanpete County .....	19	14 699	735	67	18	(D)	(D)	(D)	1	(D)
Ephraim .....	4	5 277	228	21	4	5 277	228	21	1	(D)
Balance of county .....	15	9 422	507	46	14	(D)	(D)	(D)	-	-
Sevier County .....	27	84 752	3 311	255	24	(D)	(D)	(D)	3	(D)
Richfield .....	15	46 707	1 805	116	14	(D)	(D)	(D)	1	(D)
Balance of county .....	12	38 045	1 506	139	10	(D)	(D)	(D)	2	(D)
Summit County .....	16	23 420	2 484	72	12	4 517	357	24	4	18 903
Park City (part) ▲ .....	8	19 928	2 250	54	4	1 025	123	6	4	18 903
Balance of county .....	8	3 492	234	18	8	3 492	234	18	-	-

**Table 5. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Paid employees for pay period including March 12 (number)	Other operating types	
					Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)		Estab- lish- ments (number)	Sales (\$1,000)
<b>Utah—Con.</b>										
Tooele County .....	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
Grantsville .....	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
Tooele .....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
Balance of county .....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
Uintah County .....	57	66 287	6 220	263	38	39 058	4 082	178	19	27 229
Vernal .....	50	58 828	5 774	247	33	(D)	(D)	(D)	17	(D)
Balance of county .....	7	7 459	446	16	5	(D)	(D)	(D)	2	(D)
Utah County .....	244	450 299	34 307	2 014	222	383 345	29 730	1 766	22	66 954
Alpine .....	1	(D)	(D)	(D)	-	-	-	-	1	(D)
American Fork .....	17	38 702	2 112	184	15	(D)	(D)	(D)	2	(D)
Lehi .....	6	21 885	1 402	113	3	(D)	(D)	(D)	3	(D)
Lindon .....	6	23 033	1 741	82	6	23 033	1 741	82	-	-
Mapleton .....	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
Orem .....	82	80 848	8 713	538	75	68 091	7 484	499	7	12 757
Payson .....	4	2 984	295	17	4	2 984	295	17	-	-
Pleasant Grove .....	9	8 054	708	46	9	8 054	708	46	-	-
Provo .....	79	156 533	13 621	663	73	128 329	11 163	555	6	28 204
Spanish Fork .....	13	28 738	1 717	123	12	(D)	(D)	(D)	1	(D)
Springville .....	14	16 853	1 998	122	13	(D)	(D)	(D)	1	(D)
Balance of county .....	9	(D)	(D)	(D)	8	(D)	(D)	(D)	1	(D)
Wasatch County .....	9	12 860	755	102	8	(D)	(D)	(D)	1	(D)
Heber .....	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
Park City (part) ▲ .....	-	-	-	-	-	-	-	-	-	-
Balance of county .....	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
Washington County .....	48	92 125	7 380	474	47	(D)	(D)	(D)	1	(D)
St. George .....	43	79 166	6 316	421	42	(D)	(D)	(D)	1	(D)
Washington .....	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
Balance of county .....	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
Wayne County .....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
Weber County .....	185	395 787	30 391	1 626	172	331 426	29 031	1 550	13	64 361
North Ogden .....	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
Ogden .....	137	342 621	24 873	1 315	125	(D)	(D)	(D)	12	(D)
Pleasant View .....	3	4 918	682	27	3	4 918	682	27	-	-
Riverdale .....	4	4 841	836	38	4	4 841	836	38	-	-
Roy .....	6	2 885	294	24	6	2 885	294	24	-	-
South Ogden .....	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
Washington Terrace .....	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
Balance of county .....	30	38 671	3 460	201	29	(D)	(D)	(D)	1	(D)

**Table 6. Summary Statistics for Places With 200 Establishments or More: 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Paid employees for pay period including March 12 (number)	Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)		Estab- lish- ments (number)	Sales (\$1,000)
	<b>SALT LAKE CITY</b>										
	Wholesale trade .....	1 047	6 279 057	376 105	16 535	836	3 360 795	280 022	12 923	211	2 918 262
50	Durable goods .....	771	2 715 397	246 238	10 450	629	1 635 706	182 965	8 347	142	1 079 691
501	Motor vehicles and motor vehicle parts and supplies .....	118	528 778	34 899	1 783	104	303 526	28 394	1 420	14	225 252
5012	Automobiles and other motor vehicles .....	19	359 255	12 874	648	15	(D)	(D)	(D)	4	(D)
5013	Motor vehicle supplies and new parts .....	82	148 333	19 415	972	72	(D)	(D)	(D)	10	(D)
5014	Tires and tubes .....	7	18 644	1 936	107	7	18 644	1 936	107	-	-
5015	Motor vehicle parts, used .....	10	2 546	674	56	10	2 546	674	56	-	-
502	Furniture and home furnishings .....	43	68 802	8 463	381	37	(D)	(D)	(D)	6	(D)
5021	Furniture .....	24	36 423	4 890	221	20	30 421	4 775	218	4	6 002
5023	Home furnishings .....	19	32 379	3 573	160	17	(D)	(D)	(D)	2	(D)
503	Lumber and other construction materials .....	56	262 728	18 326	862	48	208 215	16 545	787	8	54 513
5031	Lumber, plywood, millwork, and wood panels .....	19	164 887	8 258	354	17	(D)	(D)	(D)	2	(D)
5032	Brick, stone, and related construction materials .....	8	24 440	934	34	5	(D)	(D)	(D)	3	(D)
5033	Roofing, siding, and insulation materials .....	10	37 742	2 637	128	8	(D)	(D)	(D)	2	(D)
5039	Construction materials, n.e.c. ....	19	35 659	6 497	346	18	(D)	(D)	(D)	1	(D)



Table 6. Summary Statistics for Places With 200 Establishments or More: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	<b>SALT LAKE CITY—Con.</b>										
50	<b>Durable goods—Con.</b>										
504	Professional and commercial equipment and supplies	127	511 591	54 484	2 068	106	177 760	26 105	1 262	21	333 831
5043	Photographic equipment and supplies	4	(D)	(D)	(D)	3	2 205	500	49	1	(D)
5044	Office equipment	23	49 287	9 342	407	18	35 557	6 332	290	5	13 730
5045	Computers and computer peripheral equipment and software	45	348 923	30 869	947	33	51 859	8 292	345	12	297 064
5046	Commercial equipment, n.e.c.	18	46 276	6 461	339	17	(D)	(D)	(D)	1	(D)
5047	Medical, dental, and hospital equipment and supplies	23	41 779	5 036	224	21	(D)	(D)	(D)	2	(D)
5048	Ophthalmic goods	4	(D)	(D)	(D)	4	(D)	(D)	(D)	—	—
5049	Professional equipment and supplies, n.e.c.	10	(D)	(D)	(D)	10	(D)	(D)	(D)	—	—
505	Metals and minerals, except petroleum	22	87 484	7 204	309	17	(D)	(D)	(D)	5	(D)
5051	Metals service centers and offices	21	(D)	(D)	(D)	17	(D)	(D)	(D)	4	(D)
5052	Coal and other minerals and ores	1	(D)	(D)	(D)	—	—	—	—	1	(D)
506	Electrical goods	99	395 064	25 465	1 025	65	217 021	20 022	824	34	178 043
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	43	170 088	8 889	369	24	76 372	6 929	288	19	93 716
5064	Electrical appliances, television and radio sets	14	123 709	6 721	283	11	(D)	(D)	(D)	3	(D)
5065	Electronic parts and equipment, n.e.c.	42	101 267	9 855	373	30	(D)	(D)	(D)	12	(D)
507	Hardware, and plumbing and heating equipment and supplies	60	144 136	13 971	588	46	96 372	10 602	494	14	47 764
5072	Hardware	26	49 874	5 777	261	18	(D)	(D)	(D)	8	(D)
5074	Plumbing and heating equipment and supplies (hydronics)	19	46 455	3 962	158	16	34 077	3 746	151	3	12 378
5075	Warm air heating and air-conditioning equipment and supplies	10	38 143	3 460	124	7	(D)	(D)	(D)	3	(D)
5078	Refrigeration equipment and supplies	5	9 664	772	45	5	9 664	772	45	—	—
508	Machinery, equipment, and supplies	188	510 849	65 866	2 710	155	414 582	56 524	2 373	33	96 267
5082	Construction and mining (except petroleum) machinery and equipment	20	159 756	21 479	749	20	159 756	21 479	749	—	—
5083	Farm and garden machinery and equipment	7	22 999	2 124	96	6	(D)	(D)	(D)	1	(D)
5084	Industrial machinery and equipment	90	174 671	23 098	930	66	101 573	15 053	657	24	73 098
5085	Industrial supplies	44	123 846	15 157	734	38	(D)	(D)	(D)	6	(D)
5087	Service establishment equipment and supplies	20	(D)	(D)	(D)	19	(D)	(D)	(D)	1	(D)
5088	Transportation equipment and supplies, except motor vehicles	7	(D)	(D)	(D)	6	(D)	(D)	(D)	1	(D)
509	Miscellaneous durable goods	58	205 965	17 560	724	51	(D)	(D)	(D)	7	(D)
5091	Sporting and recreational goods and supplies	8	29 253	2 301	72	6	(D)	(D)	(D)	2	(D)
5092	Toys and hobby goods and supplies	2	(D)	(D)	(D)	2	(D)	(D)	(D)	—	—
5093	Scrap and waste materials	16	26 985	3 342	206	15	(D)	(D)	(D)	1	(D)
5094	Jewelry, watches, precious stones, and precious metals	15	(D)	(D)	(D)	13	(D)	(D)	(D)	2	(D)
5099	Durable goods, n.e.c.	17	26 632	3 075	186	15	(D)	(D)	(D)	2	(D)
51	<b>Nondurable goods</b>	276	3 563 660	129 867	6 085	207	1 725 089	97 057	4 576	69	1 838 571
511	Paper and paper products	36	193 109	15 741	689	29	(D)	(D)	(D)	7	(D)
5111	Printing and writing paper	7	(D)	(D)	(D)	7	(D)	(D)	(D)	—	—
5112	Stationery and office supplies	21	(D)	(D)	(D)	16	(D)	(D)	(D)	5	(D)
5113	Industrial and personal service paper	8	71 958	5 379	169	6	(D)	(D)	(D)	2	(D)
512	Drugs, drug proprietaries, and druggists' sundries	15	338 839	8 142	415	12	(D)	(D)	(D)	3	(D)
5122	Drugs, drug proprietaries, and druggists' sundries	15	338 839	8 142	415	12	(D)	(D)	(D)	3	(D)
513	Apparel, piece goods, and notions	15	(D)	(D)	(D)	14	(D)	(D)	(D)	1	(D)
5131	Piece goods, notions, and other dry goods	7	(D)	(D)	(D)	7	(D)	(D)	(D)	—	—
5136	Men's and boys' clothing and furnishings	—	—	—	—	—	—	—	—	—	—
5137	Women's, children's and infants' clothing and accessories	6	(D)	(D)	(D)	5	(D)	(D)	(D)	1	(D)
5139	Footwear	2	(D)	(D)	(D)	2	(D)	(D)	(D)	—	—
514	Groceries and related products	95	1 566 781	66 181	3 100	60	903 545	46 771	2 182	35	663 236
5141	Groceries, general line	17	728 972	32 867	1 496	11	702 250	32 183	1 460	6	26 722
5142	Packaged frozen foods	10	115 054	2 763	168	4	(D)	(D)	(D)	6	(D)
5143	Dairy products, except dried or canned	—	—	—	—	—	—	—	—	—	—
5144	Poultry and poultry products	4	(D)	(D)	(D)	4	(D)	(D)	(D)	—	—
5145	Confectionery	8	(D)	(D)	(D)	4	7 774	946	51	4	(D)
5146	Fish and seafoods	1	(D)	(D)	(D)	1	(D)	(D)	(D)	—	—
5147	Meats and meat products	8	76 551	2 598	122	4	(D)	(D)	(D)	4	(D)
5148	Fresh fruits and vegetables	17	82 465	5 462	246	15	(D)	(D)	(D)	2	(D)
5149	Groceries and related products, n.e.c.	30	468 654	18 331	834	17	(D)	(D)	(D)	13	(D)
515	Farm-product raw materials	9	30 434	907	45	7	(D)	(D)	(D)	2	(D)
5153	Grain and field beans	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
5154	Livestock	1	(D)	(D)	(D)	1	(D)	(D)	(D)	—	—
5159	Farm-product raw materials, n.e.c.	5	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
516	Chemicals and allied products	28	81 681	8 660	421	21	71 190	8 062	405	7	10 491
5162	Plastics materials and basic forms and shapes	5	24 764	1 471	99	4	(D)	(D)	(D)	1	(D)
5169	Chemicals and allied products, n.e.c.	23	56 917	7 189	322	17	(D)	(D)	(D)	6	(D)
517	Petroleum and petroleum products	18	1 182 647	14 166	628	13	(D)	(D)	(D)	5	(D)
5171	Petroleum bulk stations and terminals	5	(D)	(D)	(D)	1	(D)	(D)	(D)	4	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	13	(D)	(D)	(D)	12	(D)	(D)	(D)	1	(D)
518	Beer, wine, and distilled alcoholic beverages	7	(D)	(D)	(D)	6	(D)	(D)	(D)	1	(D)
5181	Beer and ale	5	(D)	(D)	(D)	5	(D)	(D)	(D)	—	—
5182	Wine and distilled alcoholic beverages	2	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)



**Table 6. Summary Statistics for Places With 200 Establishments or More: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	<b>SALT LAKE CITY—Con.</b>										
51	<b>Nondurable goods—Con.</b>										
519	Miscellaneous nondurable goods -----	53	97 410	7 978	440	45	92 979	7 453	409	8	4 431
5191	Farm supplies -----	5	16 187	1 082	57	5	16 187	1 082	57	-	-
5192	Books, periodicals, and newspapers -----	6	(D)	(D)	(D)	4	(D)	(D)	(D)	2	(D)
5193	Flowers, nursery stock, and florists' supplies -----	7	8 807	868	53	7	8 807	868	53	-	-
5194	Tobacco and tobacco products -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5198	Paints, varnishes, and supplies -----	9	(D)	(D)	(D)	6	(D)	(D)	(D)	3	1 630
5199	Nondurable goods, n.e.c. -----	24	14 598	2 082	128	21	(D)	(D)	(D)	3	(D)

**Table 7. Summary Statistics for Counties With 200 Establishments or More: 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	<b>SALT LAKE COUNTY</b>										
	Wholesale trade -----	1 904	8 491 855	556 883	24 958	1 511	4 822 166	422 144	20 033	393	3 669 689
50	Durable goods -----	1 388	4 067 566	386 823	16 697	1 125	2 572 672	297 290	13 812	263	1 494 894
501	Motor vehicles and motor vehicle parts and supplies -----	203	677 183	49 419	2 588	184	(D)	(D)	(D)	19	(D)
5012	Automobiles and other motor vehicles -----	31	(D)	(D)	(D)	27	(D)	(D)	(D)	4	(D)
5013	Motor vehicle supplies and new parts -----	135	256 676	29 638	1 535	120	(D)	(D)	(D)	15	(D)
5014	Tires and tubes -----	16	(D)	(D)	(D)	16	(D)	(D)	(D)	-	-
5015	Motor vehicle parts, used -----	21	8 951	1 514	117	21	8 951	1 514	117	-	-
502	Furniture and homefurnishings -----	81	(D)	(D)	(D)	59	89 127	11 305	533	22	(D)
5021	Furniture -----	43	(D)	(D)	(D)	30	(D)	(D)	(D)	13	27 080
5023	Homefurnishings -----	38	65 710	5 998	291	29	(D)	(D)	(D)	9	(D)
503	Lumber and other construction materials -----	99	362 762	30 286	1 485	84	(D)	(D)	(D)	15	(D)
5031	Lumber, plywood, millwork, and wood panels -----	33	211 646	13 549	683	30	(D)	(D)	(D)	3	(D)
5032	Brick, stone, and related construction materials -----	17	(D)	(D)	(D)	11	(D)	(D)	(D)	6	(D)
5033	Roofing, siding, and insulation materials -----	16	48 105	4 281	197	14	(D)	(D)	(D)	2	(D)
5039	Construction materials, n.e.c. -----	33	(D)	(D)	(D)	29	(D)	(D)	(D)	4	(D)
504	Professional and commercial equipment and supplies -----	237	776 452	96 956	3 736	192	(D)	(D)	(D)	45	(D)
5043	Photographic equipment and supplies -----	10	20 643	2 466	154	9	(D)	(D)	(D)	1	(D)
5044	Office equipment -----	49	74 590	14 398	656	41	(D)	(D)	(D)	8	(D)
5045	Computers and computer peripheral equipment and software -----	82	(D)	(D)	(D)	55	77 619	12 745	517	27	(D)
5046	Commercial equipment, n.e.c. -----	28	55 880	7 877	433	27	(D)	(D)	(D)	1	(D)
5047	Medical, dental, and hospital equipment and supplies -----	42	(D)	(D)	(D)	37	(D)	(D)	(D)	5	15 162
5048	Ophthalmic goods -----	13	(D)	(D)	(D)	12	(D)	(D)	(D)	1	(D)
5049	Professional equipment and supplies, n.e.c. -----	13	(D)	(D)	(D)	11	(D)	(D)	(D)	2	(D)
505	Metals and minerals, except petroleum -----	35	(D)	(D)	(D)	28	88 879	8 880	391	7	(D)
5051	Metals service centers and offices -----	33	(D)	(D)	(D)	27	(D)	(D)	(D)	6	(D)
5052	Coal and other minerals and ores -----	2	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)
506	Electrical goods -----	184	688 464	49 194	1 915	122	372 988	36 207	1 529	62	315 476
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	72	262 420	17 517	735	44	(D)	(D)	(D)	28	(D)
5064	Electrical appliances, television and radio sets -----	24	(D)	(D)	(D)	18	(D)	(D)	(D)	6	99 575
5065	Electronic parts and equipment, n.e.c. -----	88	(D)	(D)	(D)	60	(D)	(D)	(D)	28	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	122	258 576	25 957	1 161	95	(D)	(D)	(D)	27	(D)
5072	Hardware -----	45	(D)	(D)	(D)	35	(D)	(D)	(D)	10	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	42	103 762	9 139	409	32	(D)	(D)	(D)	10	(D)
5075	Warm air heating and air-conditioning equipment and supplies -----	27	69 564	6 774	279	21	43 007	4 683	220	6	26 557
5078	Refrigeration equipment and supplies -----	8	(D)	(D)	(D)	7	(D)	(D)	(D)	1	(D)
508	Machinery, equipment, and supplies -----	310	695 941	86 994	3 584	260	565 220	76 321	3 201	50	130 721
5082	Construction and mining (except petroleum) machinery and equipment -----	37	(D)	(D)	(D)	36	200 080	26 989	967	1	(D)
5083	Farm and garden machinery and equipment -----	11	(D)	(D)	(D)	10	(D)	(D)	(D)	1	(D)
5084	Industrial machinery and equipment -----	148	263 284	31 484	1 256	113	(D)	(D)	(D)	35	(D)
5085	Industrial supplies -----	64	145 399	17 298	838	53	(D)	(D)	(D)	11	(D)
5087	Service establishment equipment and supplies -----	43	43 478	7 347	348	42	(D)	(D)	(D)	1	(D)
5088	Transportation equipment and supplies, except motor vehicles -----	7	(D)	(D)	(D)	6	(D)	(D)	(D)	1	(D)

Table 7. Summary Statistics for Counties With 200 Establishments or More: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by Δ, see appendix F]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	<b>SALT LAKE COUNTY—Con.</b>										
50	<b>Durable goods—Con.</b>										
509	Miscellaneous durable goods .....	117	357 522	24 692	1 172	101	(D)	(D)	(D)	16	(D)
5091	Sporting and recreational goods and supplies .....	24	89 895	4 865	234	20	(D)	(D)	(D)	4	(D)
5092	Toys and hobby goods and supplies .....	7	(D)	(D)	(D)	6	(D)	(D)	(D)	1	(D)
5093	Scrap and waste materials .....	28	81 343	5 009	311	25	(D)	(D)	(D)	3	(D)
5094	Jewelry, watches, precious stones, and precious metals .....	20	(D)	(D)	(D)	18	(D)	(D)	(D)	2	(D)
5099	Durable goods, n.e.c. ....	38	(D)	(D)	(D)	32	37 715	4 411	272	8	(D)
51	<b>Nondurable goods .....</b>	516	4 424 289	170 060	8 261	386	2 249 494	124 854	6 221	130	2 174 795
511	Paper and paper products .....	63	241 651	20 460	931	48	187 696	17 359	829	15	53 955
5111	Printing and writing paper .....	9	(D)	(D)	(D)	9	(D)	(D)	(D)	-	-
5112	Stationary and office supplies .....	42	(D)	(D)	(D)	31	(D)	(D)	(D)	11	(D)
5113	Industrial and personal service paper .....	12	(D)	(D)	(D)	8	(D)	(D)	(D)	4	(D)
512	Drugs, drug proprietaries, and druggists' sundries ..	22	340 399	8 355	434	18	(D)	(D)	(D)	4	(D)
5122	Drugs, drug proprietaries, and druggists' sundries .....	22	340 399	8 355	434	18	(D)	(D)	(D)	4	(D)
513	Apparel, piece goods, and notions .....	33	(D)	(D)	(D)	27	(D)	(D)	(D)	6	(D)
5131	Piece goods, notions, and other dry goods .....	13	19 437	3 226	182	12	(D)	(D)	(D)	1	(D)
5136	Men's and boys' clothing and furnishings .....	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5137	Women's, children's and infants' clothing and accessories .....	14	(D)	(D)	(D)	9	(D)	(D)	(D)	5	(D)
5139	Footwear .....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
514	Groceries and related products .....	187	2 159 394	85 964	4 211	125	1 276 954	60 435	2 989	62	882 440
5141	Groceries, general line .....	33	(D)	(D)	(D)	19	(D)	(D)	(D)	14	(D)
5142	Packaged frozen foods .....	16	(D)	(D)	(D)	7	(D)	(D)	(D)	9	119 309
5143	Dairy products, except dried or canned .....	5	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
5144	Poultry and poultry products .....	10	(D)	(D)	(D)	10	(D)	(D)	(D)	-	-
5145	Confectionery .....	17	(D)	(D)	(D)	11	(D)	(D)	(D)	6	(D)
5146	Fish and seafoods .....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5147	Meats and meat products .....	17	148 967	5 538	264	11	(D)	(D)	(D)	6	(D)
5148	Fresh fruits and vegetables .....	26	107 557	7 860	407	23	(D)	(D)	(D)	3	(D)
5149	Groceries and related products, n.e.c. ....	61	(D)	(D)	(D)	38	(D)	(D)	(D)	23	(D)
515	Farm-product raw materials .....	13	(D)	(D)	(D)	11	(D)	(D)	(D)	2	(D)
5153	Grain and field beans .....	5	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
5154	Livestock .....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5159	Farm-product raw materials, n.e.c. ....	6	(D)	(D)	(D)	5	(D)	(D)	(D)	1	(D)
516	Chemicals and allied products .....	50	114 511	10 883	508	37	(D)	(D)	(D)	13	(D)
5162	Plastics materials and basic forms and shapes .....	11	35 773	2 543	139	9	(D)	(D)	(D)	2	(D)
5169	Chemicals and allied products, n.e.c. ....	39	78 738	8 340	369	28	(D)	(D)	(D)	11	(D)
517	Petroleum and petroleum products .....	26	1 264 222	18 664	799	18	(D)	(D)	(D)	8	(D)
5171	Petroleum bulk stations and terminals .....	11	(D)	(D)	(D)	5	(D)	(D)	(D)	6	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	15	(D)	(D)	(D)	13	(D)	(D)	(D)	2	(D)
518	Beer, wine, and distilled alcoholic beverages .....	8	55 322	5 133	190	6	(D)	(D)	(D)	2	(D)
5181	Beer and ale .....	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
5182	Wine and distilled alcoholic beverages .....	3	(D)	(D)	(D)	1	(D)	(D)	(D)	2	(D)
519	Miscellaneous nondurable goods .....	114	160 999	14 487	819	96	143 869	13 314	762	18	17 130
5191	Farm supplies .....	12	22 404	1 581	100	12	22 404	1 581	100	-	-
5192	Books, periodicals, and newspapers .....	14	(D)	(D)	(D)	9	(D)	(D)	(D)	5	1 362
5193	Flowers, nursery stock, and florists' supplies .....	14	11 857	1 379	134	14	11 857	1 379	134	-	-
5194	Tobacco and tobacco products .....	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5198	Paints, varnishes, and supplies .....	18	(D)	(D)	(D)	12	(D)	(D)	(D)	6	(D)
5199	Nondurable goods, n.e.c. ....	52	(D)	(D)	(D)	45	(D)	(D)	(D)	7	(D)
	<b>UTAH COUNTY (Coextensive with Provo-Orem, UT MSA; see table 8.)</b>										



**Table 8. Summary Statistics for Metropolitan Statistical Areas: 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D.]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	<b>PROVO-OREM, UT MSA</b>										
	Wholesale trade -----	244	450 299	34 307	2 014	222	383 345	29 730	1 766	22	66 954
50	Durable goods -----	154	230 860	18 811	1 059	142	208 810	16 851	967	12	22 050
501	Motor vehicles and motor vehicle parts and supplies -----	27	14 346	1 958	131	26	(D)	(D)	(D)	1	(D)
502	Furniture and homefurnishings -----	7	3 290	395	43	7	3 290	395	43	-	-
503	Lumber and other construction materials -----	10	12 419	943	61	7	9 186	722	56	3	3 233
504	Professional and commercial equipment and supplies -----	29	25 698	3 633	170	27	(D)	(D)	(D)	2	(D)
505	Metals and minerals, except petroleum -----	7	27 511	1 786	67	7	27 511	1 786	67	-	-
506	Electrical goods -----	14	13 667	1 598	97	14	13 667	1 598	97	-	-
507	Hardware, and plumbing and heating equipment and supplies -----	13	24 574	2 231	122	12	(D)	(D)	(D)	1	(D)
508	Machinery, equipment, and supplies -----	25	29 287	3 350	188	21	(D)	(D)	(D)	4	(D)
509	Miscellaneous durable goods -----	22	80 068	2 917	180	21	(D)	(D)	(D)	1	(D)
51	Nondurable goods -----	90	219 439	15 496	955	80	174 535	12 879	799	10	44 904
511	Paper and paper products -----	11	9 175	694	63	9	(D)	(D)	(D)	2	(D)
512	Drugs, drug proprietaries, and druggists' sundries --	8	(D)	(D)	(D)	7	(D)	(D)	(D)	1	(D)
513	Apparel, piece goods, and notions -----	7	(D)	(D)	(D)	7	(D)	(D)	(D)	-	-
514	Groceries and related products -----	23	64 387	5 035	293	18	35 894	2 759	176	5	28 493
515	Farm-product raw materials -----	2	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)
516	Chemicals and allied products -----	6	10 478	1 240	65	6	10 478	1 240	65	-	-
517	Petroleum and petroleum products -----	9	68 408	2 711	240	8	(D)	(D)	(D)	1	(D)
518	Beer, wine, and distilled alcoholic beverages -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
519	Miscellaneous nondurable goods -----	22	18 369	1 620	101	22	18 369	1 620	101	-	-
	<b>SALT LAKE CITY-OGDEN, UT MSA</b>										
	Wholesale trade -----	2 247	9 684 570	624 210	28 422	1 813	5 826 846	483 329	23 211	434	3 857 724
50	Durable goods -----	1 607	4 524 408	423 412	18 598	1 322	2 895 380	330 641	15 574	285	1 629 028
501	Motor vehicles and motor vehicle parts and supplies -----	249	833 804	59 036	3 099	228	(D)	(D)	(D)	21	(D)
5012	Automobiles and other motor vehicles -----	40	468 448	18 639	951	35	213 350	14 046	660	5	255 098
5013	Motor vehicle supplies and new parts -----	161	292 739	32 815	1 742	146	(D)	(D)	(D)	15	(D)
5014	Tires and tubes -----	20	(D)	(D)	(D)	19	(D)	(D)	(D)	1	(D)
5015	Motor vehicle parts, used -----	28	(D)	(D)	(D)	28	(D)	(D)	(D)	-	-
502	Furniture and homefurnishings -----	87	134 133	12 948	604	64	91 641	11 596	556	23	42 492
5021	Furniture -----	45	66 538	6 759	298	32	39 458	5 993	278	13	27 080
5023	Homefurnishings -----	42	67 595	6 189	306	32	52 183	5 603	278	10	15 412
503	Lumber and other construction materials -----	115	390 713	32 850	1 654	98	316 395	30 162	1 538	17	74 318
5031	Lumber, plywood, millwork, and wood panels -----	37	217 024	14 129	714	34	(D)	(D)	(D)	3	(D)
5032	Brick, stone, and related construction materials -----	20	49 468	3 150	164	14	(D)	(D)	(D)	6	(D)
5033	Roofing, siding, and insulation materials -----	20	56 378	4 737	220	16	(D)	(D)	(D)	4	(D)
5039	Construction materials, n.e.c. -----	38	67 843	10 834	556	34	(D)	(D)	(D)	4	(D)
504	Professional and commercial equipment and supplies -----	261	796 925	100 501	3 969	215	(D)	(D)	(D)	46	(D)
5043	Photographic equipment and supplies -----	10	20 643	2 466	154	9	(D)	(D)	(D)	1	(D)
5044	Office equipment -----	62	81 253	15 463	726	53	62 856	11 630	588	9	18 397
5045	Computers and computer peripheral equipment and software -----	85	460 197	46 776	1 476	58	(D)	(D)	(D)	27	(D)
5046	Commercial equipment, n.e.c. -----	31	(D)	(D)	(D)	30	(D)	(D)	(D)	1	(D)
5047	Medical, dental, and hospital equipment and supplies -----	46	151 700	22 887	894	41	136 538	21 636	840	5	15 162
5048	Ophthalmic goods -----	13	(D)	(D)	(D)	12	(D)	(D)	(D)	1	(D)
5049	Professional equipment and supplies, n.e.c. -----	14	(D)	(D)	(D)	12	(D)	(D)	(D)	2	(D)
505	Metals and minerals, except petroleum -----	38	133 909	11 656	511	31	(D)	(D)	(D)	7	(D)
5051	Metals service centers and offices -----	36	(D)	(D)	(D)	30	(D)	(D)	(D)	6	(D)
5052	Coal and other minerals and ores -----	2	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)
506	Electrical goods -----	212	731 377	52 932	2 123	144	407 451	39 579	1 720	68	323 926
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	86	292 844	20 190	867	56	167 616	17 197	747	30	125 228
5064	Electrical appliances, television and radio sets -----	25	(D)	(D)	(D)	19	(D)	(D)	(D)	6	99 575
5065	Electronic parts and equipment, n.e.c. -----	101	(D)	(D)	(D)	69	(D)	(D)	(D)	32	99 123
507	Hardware, and plumbing and heating equipment and supplies -----	144	289 992	29 573	1 324	116	(D)	(D)	(D)	28	(D)
5072	Hardware -----	49	(D)	(D)	(D)	39	(D)	(D)	(D)	10	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	55	(D)	(D)	(D)	44	90 930	9 491	433	11	(D)
5075	Warm air heating and air-conditioning equipment and supplies -----	30	72 011	6 970	289	24	45 454	4 879	230	6	26 557
5078	Refrigeration equipment and supplies -----	10	14 279	1 202	64	9	(D)	(D)	(D)	1	(D)
508	Machinery, equipment, and supplies -----	360	792 804	94 579	3 937	303	612 924	83 054	3 517	57	179 880
5082	Construction and mining (except petroleum) machinery and equipment -----	39	209 668	27 895	998	38	(D)	(D)	(D)	1	(D)
5083	Farm and garden machinery and equipment -----	16	(D)	(D)	(D)	14	(D)	(D)	(D)	2	(D)
5084	Industrial machinery and equipment -----	161	276 938	33 200	1 339	124	176 132	24 240	1 036	37	100 806
5085	Industrial supplies -----	77	162 613	19 683	939	64	(D)	(D)	(D)	13	(D)
5087	Service establishment equipment and supplies -----	56	54 804	9 191	441	55	(D)	(D)	(D)	1	(D)
5088	Transportation equipment and supplies, except motor vehicles -----	11	(D)	(D)	(D)	8	(D)	(D)	(D)	3	(D)



Table 8. Summary Statistics for Metropolitan Statistical Areas: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Estab- lish- ments (number)	Salas (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	<b>SALT LAKE CITY-OGDEN, UT MSA—Con.</b>										
50	<b>Durable goods—Con.</b>										
509	Miscellaneous durable goods .....	141	420 751	29 337	1 377	123	(D)	(D)	(D)	18	(D)
5091	Sporting and recreational goods and supplies .....	30	(D)	(D)	(D)	25	(D)	(D)	(D)	5	(D)
5092	Toys and hobby goods and supplies .....	11	16 446	1 003	59	10	(D)	(D)	(D)	1	(D)
5093	Scrap and waste materials .....	38	(D)	(D)	(D)	34	55 822	6 335	367	4	(D)
5094	Jewelry, watches, precious stones, and precious metals .....	22	(D)	(D)	(D)	20	(D)	(D)	(D)	2	(D)
5099	Durable goods, n.e.c. ....	40	(D)	(D)	(D)	34	(D)	(D)	(D)	6	(D)
51	<b>Nondurable goods .....</b>	<b>640</b>	<b>5 160 162</b>	<b>200 798</b>	<b>9 824</b>	<b>491</b>	<b>2 931 466</b>	<b>152 688</b>	<b>7 637</b>	<b>149</b>	<b>2 228 696</b>
511	Paper and paper products .....	75	267 838	23 217	1 070	58	(D)	(D)	(D)	17	(D)
5111	Printing and writing paper .....	9	(D)	(D)	(D)	9	(D)	(D)	(D)	-	-
5112	Stationery and office supplies .....	48	70 743	9 141	555	35	(D)	(D)	(D)	13	(D)
5113	Industrial and personal service paper .....	18	(D)	(D)	(D)	14	(D)	(D)	(D)	4	(D)
512	Drugs, drug proprietaries, and druggists' sundries ..	29	(D)	(D)	(D)	24	276 902	7 867	402	5	(D)
5122	Drugs, drug proprietaries, and druggists' sundries .....	29	(D)	(D)	(D)	24	276 902	7 867	402	5	(D)
513	Apparel, piece goods, and notions .....	39	41 541	4 528	286	32	35 075	4 347	275	7	6 466
5131	Piece goods, notions, and other dry goods .....	13	19 437	3 226	182	12	(D)	(D)	(D)	1	(D)
5136	Men's and boys' clothing and furnishings .....	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
5137	Women's, children's and infants' clothing and accessories .....	18	17 004	693	57	12	(D)	(D)	(D)	6	(D)
5139	Footwear .....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
514	Groceries and related products .....	223	2 656 354	101 279	4 901	155	1 745 848	73 607	3 604	68	910 506
5141	Groceries, general line .....	35	924 462	39 247	1 796	21	(D)	(D)	(D)	14	(D)
5142	Packaged frozen foods .....	18	185 685	5 308	306	9	66 376	2 794	166	9	119 309
5143	Dairy products, except dried or canned .....	7	(D)	(D)	(D)	6	(D)	(D)	(D)	1	(D)
5144	Poultry and poultry products .....	10	(D)	(D)	(D)	10	(D)	(D)	(D)	-	-
5145	Confectionery .....	19	(D)	(D)	(D)	11	(D)	(D)	(D)	8	87 759
5146	Fish and seafoods .....	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5147	Meats and meat products .....	23	176 272	6 900	342	16	116 737	5 567	275	7	59 535
5148	Fresh fruits and vegetables .....	34	117 962	8 685	442	31	(D)	(D)	(D)	3	(D)
5149	Groceries and related products, n.e.c. ....	74	909 632	30 840	1 480	48	467 804	14 734	750	26	441 828
515	Farm-product raw materials .....	20	113 724	3 385	201	16	101 571	3 064	148	4	12 153
5153	Grain and field beans .....	9	65 391	1 664	86	8	(D)	(D)	(D)	1	(D)
5154	Livestock .....	4	(D)	(D)	(D)	2	(D)	(D)	(D)	2	(D)
5159	Farm-product raw materials, n.e.c. ....	7	(D)	(D)	(D)	6	(D)	(D)	(D)	1	(D)
516	Chemicals and allied products .....	66	142 842	12 658	599	49	108 074	11 105	538	17	34 768
5162	Plastics materials and basic forms and shapes .....	12	(D)	(D)	(D)	9	(D)	(D)	(D)	3	7 185
5169	Chemicals and allied products, n.e.c. ....	54	(D)	(D)	(D)	40	(D)	(D)	(D)	14	27 583
517	Petroleum and petroleum products .....	37	1 307 668	20 817	932	28	(D)	(D)	(D)	9	(D)
5171	Petroleum bulk stations and terminals .....	17	(D)	(D)	(D)	10	(D)	(D)	(D)	7	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	20	(D)	(D)	(D)	18	(D)	(D)	(D)	2	(D)
518	Beer, wine, and distilled alcoholic beverages .....	11	74 755	7 515	292	9	(D)	(D)	(D)	2	(D)
5181	Beer and ale .....	8	(D)	(D)	(D)	8	(D)	(D)	(D)	-	-
5182	Wine and distilled alcoholic beverages .....	3	(D)	(D)	(D)	1	(D)	(D)	(D)	2	(D)
519	Miscellaneous nondurable goods .....	140	(D)	(D)	(D)	120	(D)	(D)	(D)	20	(D)
5191	Farm supplies .....	21	42 214	2 400	161	21	42 214	2 400	161	-	-
5192	Books, periodicals, and newspapers .....	17	30 805	2 937	172	12	29 443	2 795	165	5	1 362
5193	Flowers, nursery stock, and florists' supplies .....	20	(D)	(D)	(D)	20	(D)	(D)	(D)	-	-
5194	Tobacco and tobacco products .....	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5198	Paints, varnishes, and supplies .....	25	(D)	(D)	(D)	18	(D)	(D)	(D)	7	9 462
5199	Nondurable goods, n.e.c. ....	53	28 456	3 619	222	45	(D)	(D)	(D)	8	(D)

Table 9. Summary Statistics for the Area Outside Metropolitan Statistical Areas: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

1987 SIC code	Kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	Wholesale trade -----	465	959 475	59 895	3 744	410	780 244	50 792	3 287	55	179 231
50	Durable goods -----	270	442 005	33 733	1 840	245	387 935	29 840	1 730	25	54 070
501	Motor vehicles and motor vehicle parts and supplies -----	49	26 841	3 303	241	47	(D)	(D)	(D)	2	(D)
502	Furniture and home furnishings -----	4	453	83	6	4	453	83	6	-	-
503	Lumber and other construction materials -----	15	8 571	1 313	74	15	8 571	1 313	74	-	-
504	Professional and commercial equipment and supplies -----	17	26 164	3 560	176	16	(D)	(D)	(D)	1	(D)
505	Metals and minerals, except petroleum -----	8	22 741	1 495	42	5	(D)	(D)	(D)	3	(D)

**Table 9. Summary Statistics for the Area Outside Metropolitan Statistical Areas: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

1987 SIC code	Kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
50	Durable goods—Con.										
506	Electrical goods .....	17	16 636	1 601	76	17	16 636	1 601	76	-	-
507	Hardware, and plumbing and heating equipment and supplies .....	23	24 413	2 791	157	22	(D)	(D)	(D)	1	(D)
508	Machinery, equipment, and supplies .....	112	102 909	10 810	554	95	(D)	(D)	(D)	17	(D)
509	Miscellaneous durable goods .....	25	213 277	8 777	514	24	(D)	(D)	(D)	1	(D)
51	Nondurable goods .....	195	517 470	26 162	1 904	165	392 309	20 952	1 557	30	125 161
511	Paper and paper products .....	10	4 709	882	69	10	4 709	882	69	-	-
512	Drugs, drug proprietaries, and druggists' sundries ..	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
513	Apparel, piece goods, and notions .....	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
514	Groceries and related products .....	43	110 569	9 664	539	29	79 919	6 572	402	14	30 650
515	Farm-product raw materials .....	18	(D)	(D)	(D)	12	(D)	(D)	(D)	6	(D)
516	Chemicals and allied products .....	19	25 190	2 582	118	10	7 682	1 149	56	9	17 508
517	Petroleum and petroleum products .....	41	225 381	7 269	596	41	225 381	7 269	596	-	-
518	Beer, wine, and distilled alcoholic beverages .....	9	(D)	(D)	(D)	9	(D)	(D)	(D)	-	-
519	Miscellaneous nondurable goods .....	48	(D)	(D)	(D)	47	(D)	(D)	(D)	1	(D)

**Table 10. Places With 2,500 Inhabitants or More Ranked by Volume of Sales: 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative		Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
Utah .....	(X)	11 094 344	11 094 344	100.0	Utah—Con.				
Salt Lake City .....	1	6 279 057	6 279 057	56.6	Draper .....	31	11 554	9 234 087	83.2
South Salt Lake .....	2	404 591	6 683 648	60.2	Pleasant Grove .....	32	8 054	9 242 141	83.3
Murray .....	3	375 779	7 059 427	63.6	Centerville .....	33	6 838	9 248 979	83.4
Ogden .....	4	342 621	7 402 048	66.7	Woods Cross .....	34	6 374	9 255 353	83.4
Midvale .....	5	302 469	7 704 517	69.4	Ephraim .....	35	5 277	9 260 630	83.5
Logan .....	6	165 469	7 869 986	70.9	Pleasant View .....	36	4 918	9 265 548	83.5
Provo .....	7	156 533	8 026 519	72.3	Riverdale .....	37	4 841	9 270 389	83.6
West Jordan .....	8	142 663	8 169 182	73.6	Riverton .....	38	4 367	9 274 756	83.6
West Valley City .....	9	117 572	8 286 754	74.7	Payson .....	39	2 984	9 277 740	83.6
Clearfield .....	10	91 934	8 378 688	75.5	Helper .....	40	2 915	9 280 655	83.7
Orem .....	11	80 848	8 459 536	76.3	Roy .....	41	2 885	9 283 540	83.7
St. George .....	12	79 166	8 538 702	77.0	South Jordan .....	42	2 353	9 285 893	83.7
West Bountiful .....	13	70 251	8 608 953	77.6	Clinton .....	43	1 867	9 287 760	83.7
Vernal .....	14	58 828	8 667 781	78.1	Providence .....	44	-	9 287 760	83.7
Cedar City .....	15	58 645	8 726 426	78.7	Hyrum .....	45	-	9 287 760	83.7
Sandy ▲ .....	16	58 349	8 784 775	79.2	Syracuse .....	46	-	9 287 760	83.7
Bountiful .....	17	55 297	8 840 072	79.7	Blanding .....	47	-	9 287 760	83.7
North Salt Lake .....	18	52 474	8 892 546	80.2	Alpine .....	(X)	(D)	(X)	(X)
Richfield .....	19	46 707	8 939 253	80.6	Brigham City .....	(X)	(D)	(X)	(X)
Price .....	20	45 685	9 984 938	81.0	Farmington .....	(X)	(D)	(X)	(X)
American Fork .....	21	38 702	9 023 640	81.3	Fruit Heights .....	(X)	(D)	(X)	(X)
Roosevelt .....	22	33 449	9 057 089	81.6	Grantsville .....	(X)	(D)	(X)	(X)
Spanish Fork .....	23	28 738	9 085 827	81.9	Heber .....	(X)	(D)	(X)	(X)
Kaysville .....	24	26 659	9 112 486	82.1	Layton .....	(X)	(D)	(X)	(X)
London .....	25	23 033	9 135 519	82.3	Mapleton .....	(X)	(D)	(X)	(X)
Lehi .....	26	21 885	9 157 404	82.5	Moab .....	(X)	(D)	(X)	(X)
Park City ▲ .....	27	19 928	9 177 332	82.7	North Ogden .....	(X)	(D)	(X)	(X)
Springville .....	28	16 853	9 194 185	82.9	Smithfield .....	(X)	(D)	(X)	(X)
Nephi .....	29	14 943	9 209 128	83.0	South Ogden .....	(X)	(D)	(X)	(X)
Tremonton .....	30	13 405	9 222 533	83.1	Sunset .....	(X)	(D)	(X)	(X)
					Tooele .....	(X)	(D)	(X)	(X)
					Washington .....	(X)	(D)	(X)	(X)
					Washington Terrace .....	(X)	(D)	(X)	(X)

<sup>1</sup>Places with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.

**Table 11. Counties Ranked by Volume of Sales: 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative		Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
<b>Utah</b> -----	(X)	<b>11 094 344</b>	<b>11 094 344</b>	<b>100.0</b>	<b>Utah—Con.</b>				
Salt Lake -----	1	8 491 855	8 491 855	76.5	Sanpete -----	16	14 699	10 917 485	98.4
Devis -----	2	796 928	9 288 783	83.7	Wasatch -----	17	12 860	10 930 345	98.5
Utah -----	3	450 299	9 739 082	87.8	Millard -----	18	9 584	10 939 929	98.6
Weber -----	4	395 787	10 134 869	91.4	Grand -----	19	8 278	10 948 207	98.7
Cache -----	5	208 589	10 343 458	93.2	Kane -----	20	7 697	10 955 904	98.8
Box Elder -----	6	104 270	10 447 728	94.2	Daggett -----	21	-	10 955 904	98.8
Washington -----	7	92 125	10 539 853	95.0	Piute -----	22	-	10 955 904	98.8
Sevier -----	8	84 752	10 624 605	95.8	Beaver -----	(X)	(D)	(X)	(X)
Uintah -----	9	66 287	10 690 892	96.4	Emery -----	(X)	(D)	(X)	(X)
Iron -----	10	61 674	10 752 566	96.9	Garfield -----	(X)	(D)	(X)	(X)
Carbon -----	11	58 383	10 810 949	97.4	Morgan -----	(X)	(D)	(X)	(X)
Duchesne -----	12	37 411	10 848 360	97.8	Rich -----	(X)	(D)	(X)	(X)
Summit -----	13	23 420	10 871 780	98.0	Tooele -----	(X)	(D)	(X)	(X)
San Juan -----	14	16 063	10 887 843	98.1	Wayne -----	(X)	(D)	(X)	(X)
Juab -----	15	14 943	10 902 786	98.3					

<sup>1</sup>Counties with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.





# APPENDIX A.

## General Explanation

### CENSUS COVERAGE AND METHODOLOGY

**Structure and method of enumeration**—All wholesale firms that had at least one quarter of payroll in 1987 were included in the census of wholesale trade and were mailed either a regular census form or a short form designed to collect basic data and classification information only. The coverage and the method of obtaining census information from each follow:

1. Large companies, i.e., all multiunit firms and all single unit firms above the payroll size cutoff established to separate large from small employers, and a 10-percent sample of the small employers were mailed the appropriate 1987 Census of Distributive Trades establishment report forms. Although the payroll cutoff varied by kind of business, small employers generally included firms with one to three employees and represented about 10 percent of total wholesale sales. For the large companies, a report of company organization is conducted periodically to identify firms which operated establishments at more than one location and to obtain information on payroll and mid-March employment at each location. The 1986 Report of Company Organization was used as a coverage check in the census. In the census mailing package containing the appropriate 1987 questionnaires, multiestablishment firms also were sent a form to use in updating the list of establishments with those opened since 1986.
2. Small companies other than those included in the 10-percent sample described above were mailed the short forms, which did not include questions on sales by commodity lines and employment by principal activity.

**Method of classifying kinds of business**—Establishments receiving the regular census forms were classified on the basis of their answers to questions on sales by commodity lines and other inquiries. Those that received short forms were classified on the basis of their self-designation and answers to other inquiries.

### COMPARABILITY OF THE 1982 AND 1987 CENSUSES

The 1982 and 1987 censuses were conducted under similar conditions and procedures except for the following:

**Classifications**—In 1982, classifications were based on the 1972 Standard Industrial Classification (SIC) Manual and its 1977 Supplement. For 1987, classifications are based on the 1987 SIC Manual.<sup>1</sup> There are major revisions to the SIC structure for 1987 which limit the comparability of data between the 1982 and 1987 censuses. The kinds of business involving the most significant changes for wholesale trade are within SIC major groups 501, 503, 504, 506, 508, 509, 513, 515, 516, and 519. These changes are described in detail in the "Kind-of-Business Classifications" section below and in appendix H.

It was not possible to retabulate 1982 data based on the revised 1987 classifications for comparative purposes since, in many cases, the necessary information was not available for assigning the new 1987 classifications to the 1982 records. However, 1987 census records were assigned both a 1987 and 1982 census classification. Census data for 1987 are presented based on the 1987 classifications for all geographic areas included in this publication (see "Geographic Areas Covered" in the Introduction). In addition, data for the United States and each State are presented for both 1987 and 1982 based on the 1972 classifications in tables 3 and 4 of this publication.

**Geographic areas**—The boundaries of a number of areas for which data are shown in the 1987 census are not the same as in the 1982 census because of annexations; other boundary changes; and redefinitions of previously defined standard metropolitan statistical areas (SMSA's) and standard consolidated statistical areas (SCSA's) into metropolitan statistical areas (MSA's), primary metropolitan statistical areas (PMSA's), and consolidated metropolitan statistical areas (CMSA's).<sup>2</sup>

**Establishments**—In 1982 and prior censuses, the count of establishments (defined below) represented the number

<sup>1</sup>Standard Industrial Classification Manual: 1987. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

<sup>2</sup>Newly defined metropolitan statistical areas (MSA's) and also certain terminology changes were announced by the Office of Management and Budget (OMB) effective June 30, 1983. The previous term "standard metropolitan statistical area" was shortened to metropolitan statistical area. If an area has more than 1 million population and meets certain other specified requirements, it now is termed a "consolidated metropolitan statistical area" (CMSA) and consists of major components recognized as "primary metropolitan statistical areas" (PMSA's). Many of these PMSA's were formerly recognized as SMSA's and the majority were also included in standard consolidated statistical areas defined by OMB beginning in 1975, each of which consisted of two or more closely associated SMSA's. Metropolitan areas not included in CMSA's are designated simply as metropolitan statistical areas (MSA's).



in business at the end of the year. For 1987, the count of establishments in this publication represents those in business at any time during 1987.

A comparison of the number of establishments in business at the end of the year versus the number active any time during the year for the State as a whole is presented in appendix G.

## EXPLANATION OF TERMS

**Establishments**—An establishment is a single physical location at which business is conducted. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Census of wholesale trade figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Estimates of this number were derived from a sample and will be provided in the wholesale trade report, Miscellaneous Subjects (WC87-S-4). Each wholesale establishment was tabulated according to the physical location at which the business was conducted. The count of establishments in this publication represents the number in business at any time during the year.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted under the same ownership at a single location, and when conditions prescribed by the SIC manual for recognizing the existence of more than one establishment were met, separate establishment reports for each of the different activities were obtained in the census.

**Firms**—A firm is a business organization or entity consisting of one domestic establishment (location) or more under common ownership or control. All establishments of subsidiary firms are included as part of the owning or controlling firm. For the economic censuses, the terms "firm" and "company" are synonymous.

**Sales**—Sales include merchandise sold for cash or credit at wholesale and retail by establishments primarily engaged in wholesale trade; receipts from rental or leasing of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer and passed on to the wholesaler.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from total sales. Total sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; and nonoperating income from such sources as investments, rental or sale of real estate, etc.

Sales in this report do not include wholesale sales made by manufacturers, retailers, service establishments, or other businesses whose primary activity is other than wholesale trade. They do include receipts other than from the sale of merchandise at wholesale, e.g., service receipts, retail sales, etc., by establishments primarily engaged in wholesale trade.

Sales figures include sales of all establishments in business at any time during the year. Sales shown for agents and brokers represented the value of the goods involved in the transactions rather than the commissions received or earnings.

**Annual payroll**—Payroll includes all forms of compensation such as salaries, wages, commissions, bonuses, vacation allowances, sick-leave pay, and the value of payments in kind (e.g., free meals and lodgings) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used by the IRS on form 941.

**First quarter payroll**—This item consists of payroll, as defined above, paid to persons employed at any time during the quarter January to March 1987.

**Paid employees for pay period including March 12**—Paid employees consist of the full-time and part-time employees, including salaried officers and executives of corporations, who were on the payroll in the pay period including March 12. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses. The definition of paid employees is the same as that used on IRS form 941.

**1987 and 1986 inventories**—Inventories consist of stocks of merchandise for sale at the end of 1987 and 1986. They were reported on an ownership basis; all merchandise owned by reporting establishments is included, even though some may be held by others for sale on consignment. Goods held by the reporting establishment, but owned by others, are not included. Data for 1987 and 1986 inventories LIFO composition will be published in the 1987 Census of Wholesale Trade Miscellaneous Subjects report (WC87-S-4).



**Operating expenses**—Operating expenses include payroll as well as overhead expenses of the establishment. They do not include the cost of goods sold or income or excise taxes, or withdrawals by proprietors or partners of unincorporated businesses.

**Auxiliary establishments**—Each company included in the census was asked to identify and report separately those auxiliary locations whose primary functions were to manage, administer, service, or support the activities of the other establishments of the company. Data in this report do not include auxiliary establishments. Data for auxiliaries are presented for more detailed industry breakdowns in a subsequent report issued as part of the 1987 Enterprise Statistics reports.

## KIND-OF-BUSINESS CLASSIFICATIONS

Wholesale trade, major groups 50 and 51 in the 1987 SIC manual, includes establishments primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers; or acting as agents or brokers in buying merchandise for or selling merchandise to such persons or companies.

The principal types of establishments included are:

1. Merchant wholesalers who take title to the goods they sell, such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, drop shippers, retailer cooperative warehouses, terminal elevators, and cooperative buying associations.
2. Manufacturers' sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose or marketing their products.
3. Agents, brokers, and commission merchants who buy or sell products owned by others on a commission or agency basis.

Establishments primarily engaged in the wholesale distribution of used products are classified on the basis of the product sold. Establishments primarily engaged in selling merchandise to contractors are included in wholesale trade, with the exception of lumber yards and paint, glass, and wallpaper stores. These exceptions are classified in retail trade if they sell to the general public, even if a higher proportion of their sales is made to contractors.

Establishments covered by the census were assigned kind-of-business classifications according to the industry classifications defined in the 1972 and 1987 SIC Manuals. Establishments were classified into 1972 SIC based kinds-of-business that were detailed enough to provide a direct conversion to a 1987 SIC based kind of business. Each establishment, therefore, has both a 1972 and a 1987 SIC based kind of business which greatly simplifies tabulations

of bridge tables and comparison tables in this publication. All other State tables and all substate geographic tables use the 1987 SIC based classifications.

Kind-of-business classifications are not interchangeable with commodity classifications, because most businesses sell several kinds of commodities. The kind-of-business code assigned generally reflects either the individual commodity or the commodity group which is the primary source of the establishment's receipts, or some mixture of commodities which characterizes the establishment's business. Thus, the classification of establishments by kind of business does not make it possible to determine either the number of establishments handling a particular commodity or the sales of that commodity. For example, the groceries and related products classification excludes establishments selling food if the sale of food is not the primary source of receipts; moreover, even though establishments are classified as groceries and related products, some of their receipts may be derived from the sale of nonfood products. Information on the extent to which commodities are handled by different kinds of business is available in the 1987 Census of Wholesale Trade report, Commodity Line Sales (WC87-S-3). Descriptions of the 1987 Census of Wholesale Trade kind-of-business classifications follow:

### Durable Goods (SIC Major Group 50)

This major group includes establishments primarily engaged in the wholesale distribution of durable goods.

### Motor vehicles and motor vehicle parts and supplies (SIC 501)

**Automobiles and other motor vehicles (SIC 5012)**—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles, trucks, trailers, and other motor vehicles, including motorcycles, motor homes, and snowmobiles. Automobile distributors primarily engaged in selling at retail to individual customers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in Retail Trade, Industry 5511.

SIC 5012 is subdivided in some tables into—

1. Automobiles and motorcycles
2. Buses and recreational vehicles
3. Light trucks (14,000 lb or less)
4. Medium and heavy trucks (Over 14,000 lb)

**Motor vehicle supplies and new parts (SIC 5013)**—Establishments primarily engaged in the wholesale distribution of motor vehicle supplies, accessories, tools, and equipment; and new motor vehicle parts.

SIC 5013 is subdivided in some tables into—

1. Motor vehicle supplies and new parts—warehouse distributors



- a. Motor vehicle supplies and new parts—warehouse distributors (without machine shop).
- b. Motor vehicle supplies and new parts—warehouse distributors (with machine shop).
- 2. Motor vehicle supplies and new parts—jobbers
  - a. Motor vehicle supplies and new parts—jobbers (without machine shop).
  - b. Motor vehicle supplies and new parts—jobbers (with machine shop).
- 3. Petroleum products marketing equipment

**Tires and tubes (SIC 5014)**—Establishments primarily engaged in the wholesale distribution of tires and tubes for passenger and commercial vehicles.

**Motor vehicle parts, used (SIC 5015)**—Establishments primarily engaged in the distribution at wholesale or retail of used motor vehicle parts. This industry includes establishments primarily engaged in dismantling motor vehicles for the purpose of selling parts. Establishments primarily engaged in dismantling motor vehicles for scrap are classified in Industry 5093.

## **Furniture and homefurnishings (SIC 502)**

**Furniture (SIC 5021)**—Establishments primarily engaged in the wholesale distribution of furniture, including bed-springs, mattresses, and other household furniture; office furniture; and furniture for public parks and buildings. Establishments primarily engaged in the wholesale distribution of partitions, shelving, lockers, and store fixtures are classified in Industry 5046.

SIC 5021 is subdivided in some tables into—

- 1. Household and lawn furniture.
- 2. Office and business furniture.

**Homefurnishings (SIC 5023)**—Establishments primarily engaged in the wholesale distribution of homefurnishings and housewares, including antiques; china; glassware and earthenware; lamps (including electric), curtains and draperies; linens and towels; and carpets, linoleum, and all other types of hard and soft surface floor coverings. Establishments primarily engaged in the wholesale distribution of other electrical household goods are classified in Industry 5064, and those distributing precious metal flatware are classified in Industry 5094.

SIC 5023 is subdivided in some tables into—

- 1. Household china, glassware, and crockery.
- 2. Linens, domestics, draperies and curtains.
- 3. Floor coverings.
- 4. Other homefurnishings.

## **Lumber and other construction materials (SIC 503)**

**Lumber, plywood, millwork and wood panels (SIC 5031)**—Establishments, with or without yards, primarily engaged in the wholesale distribution of rough, dressed, and finished lumber (but not timber); plywood; reconstituted wood fiber products; doors and windows and their frames (all materials); wood fencing; and other wood or metal millwork.

SIC 5031 is subdivided in some tables into—

- 1. Lumber—without yard.
- 2. Lumber—with yard.
- 3. Plywood, millwork, and wood panels

**Brick, Stone, and Related Construction Materials (SIC 5032)**—Establishments primarily engaged in the wholesale distribution of stone, cement, lime construction sand, and gravel; brick (except refractory); asphalt and concrete mixtures; and concrete, stone, and structural clay products (other than refractories). Distributors of industrial sand and of refractory materials are classified in Industry 5085. Establishments primarily engaged in producing ready-mixed concrete are classified in Manufacturing, Industry 3273.

**Roofing, Siding, and Insulation Materials (SIC 5033)**—Establishments primarily engaged in the wholesale distribution of roofing, siding (except wood), and insulation materials.

**Construction materials, n.e.c. (SIC 5039)**—Establishments primarily engaged in the wholesale distribution of mobile homes and of construction materials, not elsewhere classified, including prefabricated buildings and glass. Establishments selling construction materials to the general public and known as retail in the trade are classified in Retail Trade, Industry 5211. Establishments primarily engaged in marketing heavy structural metal products are classified in Industry 5051.

SIC 5039 is subdivided in some tables into—

- 1. Flat glass and other construction glass.
- 2. Other construction materials.

## **Professional and Commercial Equipment and Supplies (SIC 504)**

**Photographic equipment and supplies (SIC 5043)**—Establishments primarily engaged in the wholesale distribution of photographic equipment and supplies. Establishments primarily engaged in the wholesale distribution of photocopy, microfilm, and similar equipment are classified in Industry 5044.



**Office equipment (SIC 5044)**—Establishments primarily engaged in the wholesale distribution of office machines and related equipment, including photocopy and microfilm equipment and safes and vaults. These establishments frequently also sell office supplies. However, establishments primarily engaged in wholesaling most office supplies are classified in Industry Group 511. Establishments primarily engaged in wholesaling office furniture are classified in Industry Group 5021; and those wholesaling computers and peripheral equipment are classified in Industry 5045.

**Computers and computer peripheral equipment and software (SIC 5045)**—Establishments primarily engaged in the wholesale distribution of computers, computer peripheral equipment, and computer software. These establishments frequently also may sell related supplies, but establishments primarily engaged in wholesaling supplies are classified according to the individual product (for example, computer paper in Industry 5112). Establishments primarily engaged in the wholesale distribution of modems and other electronic communications equipment are classified in Industry 5065. Establishments primarily engaged in selling computers and computer peripheral equipment and software for other than business or professional use are classified in Retail Trade, Industry 5734.

SIC 5045 is subdivided in some tables into—

1. Computers and peripheral equipment (selling primarily to business customers).
2. Computer software (prepackaged, off-the-shelf).

**Commercial Equipment, n.e.c. (SIC 5046)**—Establishments primarily engaged in the wholesale distribution of commercial and related machines and equipment, not elsewhere classified, such as commercial cooking and food service equipment; partitions, shelving, lockers, and store fixtures; electrical signs; and balances and scales, except laboratory.

SIC 5046 is subdivided in some tables into—

1. Restaurant and hotel equipment and supplies.
2. Store machines and equipment.

**Medical, dental, and hospital equipment and supplies (SIC 5047)**—Establishments primarily engaged in the wholesale distribution of surgical and other medical instruments, apparatus, and equipment; dentist equipment; artificial limbs; operating room and hospital equipment; X-ray machines; and other electromedical equipment and apparatus used by physicians and in hospitals. Also included in this industry are establishments primarily engaged in the wholesale distribution of professional supplies used by medical and dental practitioners.

SIC 5047 is subdivided in some tables into—

1. Medical and hospital equipment
2. Dental supplies

**Ophthalmic Goods (SIC 5048)**—Establishments primarily engaged in the wholesale distribution of professional equipment and goods used, prescribed, or sold by ophthalmologists, optometrists, and opticians, including ophthalmic frames, lenses, and sunglass lenses.

**Professional equipment and supplies, n.e.c. (SIC 5049)**—Establishments primarily engaged in the wholesale distribution of professional equipment and supplies, not elsewhere classified, such as drafting instruments, laboratory equipment, and scientific instruments.

SIC 5049 is subdivided in some tables into—

1. Religious and school supplies.
2. Other professional equipment and supplies. Establishments primarily engaged in selling specialty lines of professional equipment and supplies not mentioned above, such as veterinarian equipment and supplies, drafting supplies, and scientific equipment.

## **Metals and minerals, except petroleum (SIC 505)**

**Metals service centers and offices (SIC 5051)**—Establishments primarily engaged in marketing semifinished metal products; except precious metals. Establishments in this industry may operate with warehouses (metals service centers) or without warehouses (metal sales offices). Establishments primarily engaged in marketing precious metals are classified in Industry 5092.

SIC 5051 is subdivided in some tables into—

1. Ferrous metals service centers and sales offices.
  - a. Ferrous metals service centers.
  - b. Ferrous metals sales offices.
2. Nonferrous metals service centers and sales offices.

**Coal and other minerals and ores (SIC 5052)**—Establishments primarily engaged in the wholesale distribution of coal and coke; copper, iron, lead, and other metallic ores, including precious metal ores; and crude nonmetallic minerals (including concentrates), except crude petroleum. Establishments primarily engaged in the wholesale distribution of nonmetallic minerals used in construction, such as sand and gravel, are classified in Industry 5032.

SIC 5052 is subdivided in some tables into—

1. Coal.
2. Other minerals and ores.

## **Electrical goods (SIC 506)**

This industry group includes establishments primarily engaged in the wholesale distribution of electrical generating, distributing, and wiring equipment. It also includes household appliances, whether electrically, manually, or



mechanically powered. This industry group does not include electrical commercial and industrial machines, in which electricity does the work directly, e.g., heating, turning a shaft, or ionizing a substance, or electrically powered commercial and industrial machines which are classified in Industry Group 504 or 508.

**Electrical apparatus and equipment, wiring supplies, and construction materials (SIC 5063)**—Establishments primarily engaged in the wholesale distribution of electrical power equipment for the generation, transmission, distribution, or control of electric energy; electrical construction materials for outside power transmission lines and for electrical systems and electric light fixtures and bulbs. Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are classified in Construction, Industry 1731.

**Electrical appliances, television and radio sets (SIC 5064)**— Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, other household electronic sound or video equipment, self-contained air-conditioning room units, and household electrical appliances. Also included are establishments primarily engaged in the wholesale distribution of household nonelectronic laundry equipment and refrigerators and freezers.

**Electronic parts and equipment, n.e.c. (SIC 5065)**—Establishments primarily engaged in the wholesale distribution of electronic parts and electronic communications equipment, not elsewhere classified, such as telephone and telegraph equipment; radio and television broadcasting and communications equipment; and intercommunications equipment. Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, phonographs, and other household sound or video equipment are classified in Industry 5064.

### **Hardware, and plumbing and heating equipment and supplies (SIC 507)**

**Hardware (SIC 5072)**—Establishments primarily engaged in the wholesale distribution of cutlery and general hardware, including hand saws; saw blades; brads, staples, and tacks; and bolts, nuts, rivets, and screws. Establishments primarily engaged in the wholesale distribution of nails, noninsulated wire, and screening are classified in Industry 5051.

**Plumbing and heating equipment and supplies (hydronics) (SIC 5074)**—Establishments primarily engaged in the wholesale distribution of hydronic plumbing and heating equipment and supplies. Construction contractors primarily engaged in installing plumbing and heating equipment from their own stock are classified in Construction, Industry 1711.

**Warm air heating and air-conditioning equipment and supplies (SIC 5075)**— Establishments primarily engaged in the wholesale distribution of warm air heating and air-conditioning equipment and supplies. Construction contractors primarily engaged in installing warm air heating and air-conditioning equipment are classified in Construction, Industry 1711.

**Refrigeration equipment and supplies (SIC 5078)**—Establishments primarily engaged in the wholesale distribution of refrigeration equipment and supplies. Construction contractors primarily engaged in installation of refrigeration equipment from their own stock are classified in Construction, Industry 1711.

### **Machinery, equipment, and supplies (SIC 508)**

**Construction and mining (except petroleum) machinery and equipment (SIC 5082)**— Establishments primarily engaged in the wholesale distribution of construction or mining cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor-mounting equipment, and other specialized machinery and equipment used in the construction, mining, and logging industries. Establishments engaged in marketing oil well machinery and equipment are classified in Industry 5084.

**Farm and garden machinery and equipment (SIC 5083)**—Establishments primarily engaged in the wholesale distribution of agricultural machinery and equipment for use in preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm or the lawn or garden; and dairy and other livestock equipment.

SIC 5083 is subdivided in some tables into—

1. Farm machinery and equipment—farm dealers.
2. Farm machinery and equipment—wholesale distributors.
3. Lawn and garden machinery and equipment.

**Industrial machinery and equipment (SIC 5084)**—Establishments primarily engaged in the wholesale distribution of industrial machinery and equipment, not elsewhere classified.

SIC 5084 is subdivided in some tables into—

1. Food-processing machinery, equipment, and parts.
2. General-purpose industrial machinery, equipment, and parts.
3. Metalworking machinery, equipment, and parts.
4. Materials handling equipment and parts.
5. Oil well, oil refinery, and pipeline machinery, equipment, and supplies.



6. Other industrial machinery, equipment, and parts. Establishments primarily engaged in selling special purpose industrial machinery not elsewhere classified, including printing machinery, woodworking machinery, shoemaking machinery, paper and paper products machinery, smelting and metal refining machinery and equipment, cigar and cigarette-making machinery, and similar special industry machinery.

**Industrial supplies (SIC 5085)**— Establishments primarily engaged in the wholesale distribution of industrial supplies, not elsewhere classified.

SIC 5085 is subdivided in some tables into—

1. General-line industrial supplies.
2. Mechanical power transmission supplies.
3. Industrial valves and fittings.
4. Welding supplies.
5. Industrial containers and supplies.
6. Other industrial supplies—Establishments primarily engaged in selling a specialty line of industrial materials and supplies not elsewhere classified, such as abrasives, mechanical rubber goods, ropes, cordage, and industrial diamonds.

**Service establishment equipment and supplies (SIC 5087)**—Establishments primarily engaged in the wholesale distribution of equipment and supplies for barber shops, beauty parlors, power laundries, drycleaning plants, upholsterers, undertakers, and related personal service establishments.

SIC 5087 is subdivided in some tables into—

1. Beauty and barber equipment and supplies.
2. Custodial (janitors') equipment and supplies.
3. Laundry and drycleaning equipment and supplies.
4. Other service establishment equipment and supplies—Establishments primarily engaged in selling a specialty line of service establishment supplies, such as upholsterers' equipment and supplies, seamstresses' supplies, tailors' supplies, undertakers' supplies, municipality equipment and supplies, and shoe repair supplies.

**Transportation equipment and supplies, except motor vehicles (SIC 5088)**—Establishments primarily engaged in the wholesale distribution of transportation equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and motor vehicle parts are classified in Industry Group 501, and those distributing pleasure boats are classified in Industry 5091.

SIC 5088 is subdivided in some tables into—

1. Aircraft and aeronautical equipment and supplies.
2. Marine machinery, equipment, and supplies.

3. Other transportation equipment and supplies—Establishments primarily engaged in selling equipment and supplies used in the operation, maintenance, and repair of railroads, streetcars, buses, tramways, aerial hoists, and horsedrawn vehicles.

## Miscellaneous durable goods (SIC 509)

**Sporting and Recreational Goods and Supplies (SIC 5091)**—Establishments primarily engaged in the wholesale distribution of sporting goods and accessories; billiard and pool supplies; sporting firearms and ammunition; and marine pleasure craft, equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and trailers are classified in Industry 5012; those distributing self-propelled golf carts are classified in Industry 5088; and those distributing athletic apparel and footwear are classified in Industry Group 513.

**Toys and hobby goods and supplies (SIC 5092)**—Establishments primarily engaged in the wholesale distribution of games, toys, hobby goods and supplies, and related goods, such as fireworks and playing cards.

**Scrap and waste materials (SIC 5093)**—Establishments primarily engaged in assembling, breaking up, sorting, and wholesale distribution of scrap and waste materials. This industry includes auto wreckers engaged in dismantling automobiles for scrap. However, those engaged in dismantling cars for the purpose of selling secondhand parts at retail are classified in Industry 5015.

SIC 5093 is subdivided in some tables into—

1. Iron and steel scrap processors and dealers.
  - a. Iron and steel scrap processors (using power processing equipment).
  - b. Iron and steel scrap dealers (not using power processing equipment).
2. Waste and secondary materials.

**Jewelry, watches, precious stones, and precious metals. (SIC 5094)**—Establishments primarily engaged in the wholesale distribution of jewelry, precious stones and metals, costume jewelry, watches, clocks, silverware, and jewelers' findings. Establishments primarily engaged in the wholesale distribution of precious metal ores are classified in Industry 5052.

**Durable goods, n.e.c. (SIC 5099)**—Establishments primarily engaged in the wholesale distribution of durable goods, not elsewhere classified, such as musical instruments and forest products, except lumber.

SIC 5099 is subdivided in some tables into—

1. Musical instruments and supplies.
2. Forest products, except lumber.



3. General merchandise—durable.

4. Other durable goods.

### **Nondurable Goods (SIC Major Group 51)**

This major group includes establishments primarily engaged in the wholesale distribution of nondurable goods.

### **Paper and Paper Products (SIC 511)**

**Printing and writing paper (SIC 5111)**—Establishments primarily engaged in the wholesale distribution of printing and writing paper, including envelope paper; fine paper; and groundwood paper.

**Stationery and office supplies (SIC 5112)**—Establishments primarily engaged in the wholesale distribution of stationery and office supplies, including computer and photocopy supplies, envelopes, typewriter paper, file cards and folders, pens, pencils, social stationery, and greeting cards.

**Industrial and personal service paper (SIC 5113)**—Establishments primarily engaged in the wholesale distribution of wrapping and other coarse paper, paperboard, and converted paper and related disposable plastic products, such as bags, boxes, dishes, eating utensils, napkins, and shipping supplies.

### **Drugs, drugs proprietaries and druggists' sundries (SIC 512)**

**Drugs, drug proprietaries, and druggists' sundries (SIC 5122)**—Establishments primarily engaged in the wholesale distribution of prescription drugs, proprietary drugs, druggists' sundries, and toiletries. Establishments primarily engaged in the wholesale distribution of surgical, dental, and hospital equipment are classified in Industry 5047.

SIC 5122 is subdivided in some tables into—

1. General-line drugs—These are distinguished from specialty-line drug and toiletries wholesalers on the basis of their commodity-line mix. Drug wholesalers were classified as general line if they reported a substantial portion of their sales in "drugs and pharmaceuticals" and a combination of "proprietary (patent) medicines," "cosmetics," "perfumes," and "other toiletries and druggists' sundries."
2. Specialty-line pharmaceuticals, cosmetics, and toiletries.

### **Apparel, piece goods, and notions (SIC 513)**

**Piece goods, notions, and other dry goods (SIC 5131)**—Establishments primarily engaged in the wholesale distribution of piece goods or yard goods of natural or man-made fibers, notions (sewing and hair accessories, etc.),

and other dry goods. Converters who buy fabric goods (except knit goods) in the grey, have them finished on contract, and sell at wholesale are included here. Converters of knit goods are classified in Manufacturing, Industry Group 225. This industry does not include establishments primarily engaged in the wholesale distribution of homefurnishings which are classified in Industry 5023.

SIC 5131 is subdivided in some tables into—

1. Piece goods
  - a. Piece goods-jobbers
  - b. Piece goods-converters
2. Notions and other dry goods

**Men's and boys' clothing and furnishings (SIC 5136)**—Establishments primarily engaged in the wholesale distribution of men's and boys' apparel and furnishings, sportswear, hosiery, underwear, nightwear, and work clothing.

**Women's, children's, and infants' clothing and accessories (SIC 5137)**—Establishments primarily engaged in the wholesale distribution of women's, children's, and infants' clothing and accessories, including hosiery, lingerie, millinery, and furs.

**Footwear (SIC 5139)**—Establishments primarily engaged in the wholesale distribution of footwear (including athletic) made of leather, rubber, and other materials.

### **Groceries and related products (SIC 514)**

**Groceries, general line (SIC 5141)**—Establishments primarily engaged in the wholesale distribution of a general line of groceries. Establishments primarily engaged in roasting coffee, blending tea, or grinding and packaging spices are classified in Manufacturing Major Group 20.

SIC 5141 is subdivided in some tables into—

1. Voluntary group wholesalers.
2. Retail cooperative wholesalers.
3. Other general line wholesalers.

**Packaged frozen foods (SIC 5142)**—Establishments primarily engaged in the wholesale distribution of packaged quickfrozen vegetables, juices, meats, fish, poultry, pastries, and other "deep freeze" products. Establishments primarily engaged in the wholesale distribution of frozen dairy products are classified in Industry 5143, and those distributing frozen poultry, fish, and meat which are not packaged are classified in Industries 5144, 5146, and 5147, respectively.

**Dairy products, Except Dried or Canned (SIC 5143)**—Establishments primarily engaged in the wholesale distribution of dairy products, such as butter, cheese, ice cream and ices, and fluid milk and cream. This industry



does not include establishments primarily engaged in pasteurizing and bottling milk, which are classified in Manufacturing, Industry Group 202. Establishments primarily engaged in the wholesale distribution of dried or canned dairy products are classified in Industry 5149.

**Poultry and poultry products (SIC 5144)**— Establishments primarily engaged in the wholesale distribution of poultry and poultry products, except canned and packaged frozen products. This industry does not include establishments primarily engaged in the killing and dressing of poultry, which are classified in Manufacturing, Industry 2015. Establishments primarily engaged in the wholesale distribution of packaged frozen poultry are classified in Industry 5142, and those distributing canned poultry are classified in Industry 5149.

**Confectionery (SIC 5145)**— Establishments primarily engaged in the wholesale distribution of confectionery and related products, such as candy, chewing gum, fountain fruits, salted or roasted nuts, popcorn, fountain syrups, and potato, corn, and similar chips.

**Fish and seafoods (SIC 5146)**—Establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured, or frozen fish and seafoods, except canned or packaged frozen. The preparation of fresh or frozen packaged fish and other seafood, and the shucking and packing of fresh oysters in nonsealed containers, are classified in Manufacturing, Industry 2092. Establishments primarily engaged in the wholesale distribution of canned seafood are classified in Industry 5149, and those distributing packaged frozen foods are classified in Industry 5142.

**Meats and meat products (SIC 5147)**—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard. Establishments primarily engaged in the wholesale distribution of frozen packaged meats are classified in Industry 5142, and those distributing canned meats are classified in Industry 5149.

**Fresh fruits and vegetables (SIC 5148)**—Establishments primarily engaged in the wholesale distribution of fresh fruits and vegetables.

**Groceries and related products, n.e.c. (SIC 5149)**—Establishments primarily engaged in the wholesale distribution of groceries and related products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters, are classified in this industry, but establishments primarily engaged in bottling soft drinks are classified in Manufacturing, Major Group 20. This industry does not include establishments primarily engaged in the wholesale distribution of farm-product raw materials classified in Industry Group 515, nor those distributing beer, wine, and distilled alcoholic beverages of Industry Group 518.

SIC 5149 is subdivided in some tables into—

1. Coffee, tea, and spices.
2. Bread and baked goods.
3. Soft drinks.
4. Canned goods.
5. Food and beverage basic materials.
6. Other grocery specialties.

### **Farm-product raw materials (SIC 515)**

**Grain and field beans (SIC 5153)**—Establishments primarily engaged in buying and/or marketing grain (such as corn, wheat, oats, barley, and unpolished rice); dry beans, soybeans, and other inedible beans. Country grain elevators primarily engaged in buying or receiving grain from farmers are included, as well as terminal elevators and other merchants marketing grain. Establishments primarily engaged in the wholesale distribution of field and garden seeds are classified in Industry 5191.

**Livestock (SIC 5154)**—Establishments primarily engaged in buying and/or marketing cattle, hogs, sheep, and goats. This industry also includes the operation of livestock auction markets.

**Farm-product raw materials, n.e.c. (SIC 5159)**—Establishments primarily engaged in buying and/or marketing farm products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of milk are classified in Industry 5143, and those distributing live poultry are classified in Industry 5144.

SIC 5159 is subdivided in some tables into—

1. Hides, skins, and pelts.
2. Leaf tobacco.
3. Wool, wool tops, and mohair.
4. Cotton.
5. Other farm-product raw materials.

### **Chemicals and allied products (SIC 516)**

**Plastics materials and basic forms and shapes (SIC 5162)**—Establishments primarily engaged in the wholesale distribution of plastics materials, and of unsupported plastics film, sheets, sheeting, rods, tubes, and other basic forms and shapes.

**Chemicals and allied products, n.e.c. (SIC 5169)**—Establishments primarily engaged in the wholesale distribution of chemicals and allied products, not elsewhere classified, such as acids, industrial and heavy chemicals, dyestuffs, industrial salts, rosin, and turpentine.

Establishments primarily engaged in the wholesale distribution of ammunition are classified in Industry Group 509; those distributing agricultural chemicals and pesticides are classified in Industry 5191; those distributing drugs are classified in Industry 5122; and those distributing pigments, paints, and varnishes are classified in Industry 5198.

SIC 5169 is subdivided in some tables into—

1. Industrial gases, except LP.
2. Other chemicals and allied products.

### **Petroleum and petroleum products (SIC 517)**

**Petroleum bulk stations and terminals (SIC 5171)**—Establishments primarily engaged in the wholesaling of crude petroleum and petroleum products, including liquefied petroleum gas, from bulk liquid storage facilities.

SIC 5171 is subdivided in some tables into—

1. Petroleum bulk stations and terminals, except LP.
  - a. Petroleum bulk stations, except LP
  - b. Petroleum bulk terminals, except LP.
2. Liquefied petroleum gas bulk stations and terminals.

**Petroleum and petroleum products wholesalers, except bulk stations and terminals (SIC 5172)**—Establishments primarily engaged in the wholesale distribution of petroleum and petroleum products, except those with bulk liquid storage facilities. Included are packaged and bottled petroleum products distributors, truck jobbers, and others marketing petroleum and its products at wholesale, but without bulk liquid storage facilities.

### **Beer, wine and distilled alcoholic beverages (SIC 518)**

**Beer and ale (SIC 5181)**—Establishments primarily engaged in the wholesale distribution of beer, ale, porter, and other fermented malt beverages.

**Wine and distilled alcoholic beverages (SIC 5182)**—Establishments primarily engaged in the wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

SIC 5182 is subdivided in some tables into—

1. Wine and distilled spirits—licensed operation.
2. Wine and distilled spirits—State operated.

### **Miscellaneous nondurable goods (SIC 519)**

**Farm supplies (SIC 5191)**—Establishments primarily engaged in the wholesale distribution of animal feeds, fertilizers, agricultural chemicals, pesticides, seeds, and

other farm supplies, except grains. Establishments primarily engaged in the wholesale distribution of pet food are classified in Industry 5149, and those distributing pet supplies are classified in Industry 5199.

SIC 5191 is subdivided in some tables into—

1. Farm supplies—farm dealers.
2. Farm supplies—wholesale distributors.

**Books, periodicals, and newspapers (SIC 5192)**—Establishments primarily engaged in the wholesale distribution of books, periodicals, and newspapers.

**Flowers, nursery stock, and florists' supplies (SIC 5193)**—Establishments primarily engaged in the wholesale distribution of flowers, nursery stock, and florists' supplies.

**Tobacco and tobacco products (SIC 5194)**—Establishments primarily engaged in the wholesale distribution of tobacco and its products. Leaf tobacco wholesalers are classified in Industry 5159, and establishments primarily engaged in stemming and redrying tobacco are classified in Manufacturing, Industry 2141.

**Paints, varnishes, and supplies (SIC 5198)**—Establishments primarily engaged in the wholesale distribution of paints, varnishes, wallpaper, and supplies. Establishments selling to the general public and known as retail in the trade are classified in Retail Trade, Industry 5231.

**Nondurable goods, n.e.c. (SIC 5199)**—Establishments primarily engaged in the wholesale distribution of nondurable goods, not elsewhere classified, such as art goods, industrial yarns, textile bags, and bagging and burlap.

SIC 5199 is subdivided in some tables into—

1. Art goods.
2. General merchandise-nondurable.
3. Textile bags and bagging.
4. Specialty advertising (sale of merchandise).
5. Other nondurable goods.

## **TYPE-OF-OPERATION CLASSIFICATIONS**

In addition to being classified by kind of business, each wholesale establishment was classified for the census by type of operation according to the ownership of the business, ownership of the goods sold, or character of the principal transactions. Establishments in wholesale trade are grouped into the following three major types of operation and related subgroups:



**Merchant wholesalers**—Establishments primarily engaged in buying and selling merchandise on their own account. Included here are such types of establishments as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, importers, exporters, cash and carry wholesalers, retailer cooperative warehouses, terminal and country grain elevators, farm products assemblers, wholesale cooperative associations, and petroleum bulk plants and terminals operated by nonrefining companies.

*Wholesale distributors and jobbers*—Establishments primarily engaged in buying and selling merchandise in the domestic market not manufactured by the parent company.

*Importers*—Establishments buying and selling goods at wholesale on their own account, whose principal source of purchases was foreign.

*Exporters*—Establishments primarily engaged in purchasing goods in the United States and selling them to foreign customers.

*Terminal grain elevators*—Grain elevators primarily engaged in buying and selling grain received from country grain elevators and grain marketing establishments. They have sizable space for grain storage, and products are received primarily by rail or barge rather than by truck.

*Country grain elevators*—Grain elevators, cooperative or other, buying and receiving grain directly from farmers by truck and selling at wholesale.

*Assemblers of farm products, except country grain elevators*—Establishments primarily engaged in purchasing directly from farmers and assembling and marketing farm products at wholesale.

**Manufacturers' sales branches and offices**—Establishments maintained by manufacturing, refining, and mining companies apart from their plants or mines for marketing their products at wholesale. Branch stores selling to household consumers and individual users are classified in

retail trade. Sales branches and sales offices located at plants and at administrative offices are included when separate records are available. In some tables, data are shown separately for manufacturers' sales branches and for sales offices. These two types of establishments differ in that sales offices do not carry stocks of merchandise for delivery to customers.

**Agents, brokers, and commission merchants**—Establishments whose operators are in business for themselves and are primarily engaged in selling or buying goods for others. Included here are such types of operations as auction companies, import agents, export agents, selling agents, merchandise brokers, and commission merchants. "Sales" as shown in census publications for agents, brokers, and commission merchants represent the gross sales (or purchase) value of the goods in the transactions negotiated.

*Auction companies*—Wholesale establishments primarily engaged in selling merchandise on an agency basis by auction.

*Import agents*—Merchandise agents and brokers in the domestic market buying merchandise from or selling merchandise for foreign firms.

*Export agents*—Merchandise agents and brokers in the domestic market selling to or buying for foreign customers.

*Manufacturers' agents*—Wholesale establishments in the domestic market selling for a limited number of manufacturers on a continuing agency basis.

*Brokers (representing buyers or sellers)*—Wholesale establishments primarily engaged in selling or buying merchandise in the domestic market on a brokerage basis but not receiving the goods on consignment.

*Commission merchants*—Wholesale establishments operating in the domestic market receiving goods for sale on consignment.





# APPENDIX B. General Questions



U.S. DEPARTMENT OF COMMERCE  
BUREAU OF THE CENSUS

## 1987 CENSUS OF DISTRIBUTIVE TRADES

OMB APPROVAL NO. 0607-0020 EXPIRES 09/89

**NOTICE** — Response to this inquiry is required by law (title 13, U.S. Code). By the same law, your report to the Census Bureau is confidential. It may be seen only by sworn Census employees and may be used only for statistical purposes. The law also provides that copies retained in your files are immune from legal process.

Please complete this form and RETURN TO

**BUREAU OF THE CENSUS**  
1201 East Tenth Street  
Jeffersonville, IN 47134

**DUE DATE: FEBRUARY 15, 1988**

If filing by the due date causes an undue burden, a time extension request should be sent to the above address; please include your 11-digit Census File Number (CFN).

**NOTE** — Please read the accompanying instructions before answering the questions.

In correspondence pertaining to this report, please refer to this Census File Number (CFN)

Employer Identification (EI) Number

Please correct errors in name, address, and ZIP Code. ENTER street and number if not shown.

### Item 1 — EMPLOYER IDENTIFICATION NUMBER

Is the Employer Identification (EI) Number shown in the label the SAME as that used for this establishment on its latest 1987 Employer's Quarterly Federal Tax Return, Treasury Form 941?

084 1 ☐ YES (9 digits)  
2 ☐ NO — Enter current EI No. \_\_\_\_\_

### Item 2 — PHYSICAL LOCATION OF ESTABLISHMENT

Answer items a, b, c, and d

**NOTE:** P.O. boxes or rural routes are not physical locations.

a. ☐ Same as shown in mailing label. If different, indicate change. ☒

NUMBER AND STREET

CITY, TOWN, VILLAGE, ETC.

STATE

ZIP CODE

b. Is this establishment physically located inside the legal boundaries of the city, town, village, etc.?

095 1 ☐ YES 3 ☐ No legal boundaries  
2 ☐ NO 4 ☐ Don't know

c. Type of municipality where physically located

096 1 ☐ City, village, or borough 3 ☐ Other or don't know  
2 ☐ Town or township

d. Name of county where physically located

### Item 3 — OPERATIONAL STATUS

a. How many months during 1987 did this firm or organization actively operate this establishment?

Number of months

002

b. Mark (X) the ONE box which best describes this establishment at the end of 1987.

Figures only

001 1 ☐ In operation  
2 ☐ Temporarily or seasonally inactive  
3 ☐ Cessated operation — Give date \_\_\_\_\_  
4 ☐ Sold or leased to another operator — Give date at right AND enter name, etc., below ☒

Month Day Year

NAME OF NEW OWNER OR OPERATOR

NUMBER AND STREET

CITY

STATE

ZIP CODE

### Item 4 — ORGANIZATIONAL STATUS — Mark (X) the ONE box which best describes this establishment during 1987.

003 1 ☐ Individual proprietorship 2 ☐ Corporation (Do not mark if any form of cooperative association.)  
3 ☐ Partnership  
4 ☐ Cooperative association (taxable) 5 ☐ Other — Specify ☒  
6 ☐ Cooperative association (tax-exempt)  
7 ☐ Governmental — Specify ☒

### Item 5 — INVENTORIES

a. Did you have inventories at the end of 1986 or 1987?

110 1 ☐ YES — Complete the remainder of the item 2 ☐ NO — SKIP to item 6

b. Are inventories of this establishment subject to the last-in, first-out (LIFO) method of valuation?

130 1 ☐ YES — Use the sum of the LIFO amount plus the LIFO reserve for items c and d(2) 2 ☐ NO — Complete only line c

End of 1987

End of 1986

Mil. Thou. Dol. Mil. Thou. Dol.

c. Total inventories

d. LIFO users report the following for line c(1):

(1) Amount not subject to LIFO costing

(2) Amount subject to LIFO costing (gross)

e. Report the following applicable to line d(2):

(1) Amount of the LIFO reserve

(2) LIFO value of the line d(2) (net)

**NOTE** — The sum of lines d(1), e(1), and e(2) should equal line c.

### HOW TO REPORT DOLLAR FIGURES

Value figures may be reported in dollars or rounded to thousands.

Example: if a figure is \$1,125,628, report either **PREFERRED** or **Acceptable**

Mil. (000) Thou. (000) Dol. (000)

1 125 628

1 125 628

### Item 6 — DOLLAR VOLUME OF BUSINESS IN 1987

a. Sales of merchandise and other operating receipts (including the gross selling value of business conducted for the account of others)

Mil. Thou. Dol.

010 100

b. Did this establishment sell merchandise for the account of others on a commission or brokerage basis?

1 ☐ YES — Go to c

2 ☐ NO — SKIP to e

c. Gross selling value of business conducted on a commission or brokerage basis for the account of others (include in item 6a)

Mil. Thou. Dol.

101 101

d. Dollar volume of commissions or brokerage received on transactions reported in item 6c

102 102

**NOTE** — If this is the only establishment of this firm skip to item 7.

e. What percentage of the products sold by this establishment did your company (including firms under common ownership or control) manufacture or mine in the United States?

103 Percent

103 %

f. Dollar volume of transfers (billings) to other establishments within your company (DO NOT include in item 6a)

Mil. Thou. Dol.

105 105

### Item 7 — PAYROLL AND EMPLOYMENT

a. Payroll in 1987, before deductions

(1) Total ANNUAL payroll

Mil. Thou. Dol.

030 030

(2) FIRST QUARTER payroll (Jan. — Mar.)

031 031

b. Employment in 1987

Number of paid employees for the pay period including March 12, 1987 (include both full- and part-time employees)

032 Number

032

### Item 8 — EMPLOYMENT BY PRINCIPAL ACTIVITY

Report the approximate number of employees at this establishment according to their principal activity during the pay period including March 12, 1987.

130 Number

130

a. Selling

131 131

b. Sales support (including office and clerical, warehousing, drivers, maintenance employees)

132 132

c. Central administrative and auxiliary

133 133

d. Manufacturing

134 134

e. Other — Specify

135 135

f. TOTAL — Sum of lines a through e should equal item 7b

### Item 9 — OPERATING EXPENSES

TOTAL 1987 operating expenses, including payroll but excluding cost of goods sold and interest expenses.

Mil. Thou. Dol.

040 040

### Item 10 — SALES BY CUSTOMER CLASSES

Report the approximate percentage of your 1987 sales (item 6a) to each of the customer classes listed.

140 Report in whole percents

140

a. To farmers (for farm use)

141 141

b. To builders and contractors

142 142

c. Export sales

143 143

d. To retailers and repair shops

144 144

e. To wholesale establishments

145 145

f. To household consumers and individual users

146 146

g. To industrial users (manufacturing and mining)

147 147

h. To institutional, commercial, and professional users

148 148

i. To governmental bodies (federal, state, and local)

149 149

j. TOTAL — Sum of lines a through i should add to 100% —> 100%

PENALTY FOR FAILURE TO REPORT

CONTINUE ON PAGE 2 —>

**Item 11 — TYPE OF OPERATION**

Mark (X) the **ONE** box which best describes the basis on which the **MAJOR** portion of your business was conducted in 1987.

- a. Merchant (buying and selling on own account) 060
- (1) Importer ..... ☐ 12
- (2) Exporter ..... ☐ 13
- (3) Merchant ..... ☐ 11
- b. Manufacturers' sales branches and offices ..... ☐ 20
- c. Agent, broker, commission merchant
- (1) Auction company ..... ☐ 41
- (2) Broker (representing buyers or sellers) ..... ☐ 42
- (3) Commission merchant ..... ☐ 43
- (4) Import agent ..... ☐ 44
- (5) Export agent ..... ☐ 45
- (6) Manufacturers' agent ..... ☐ 46

**Item 12 — KIND OF BUSINESS**

Mark (X) the **ONE** box which best describes the **PRINCIPAL** kind of business of this establishment in 1987.

070

(Categories appropriate to individual form)

**Item 13 — COMMODITY LINES**

Report sales either in dollar figures (see example on page 1) or as a percent (in whole percents) of total sales (see example below). Report the fair sales value of merchandise marketed under capital, finance, or full payout leases and report the rental receipts derived in 1987 from merchandise under operating leases.

**HOW TO REPORT PERCENTS**

If figure is 38.76% of total sales:

• Report whole percents →

Not acceptable →

Mil.	Thou.	Dol.	Percent
			39
			38.76

Commodity lines

Census use

Estimated sales during 1987

Mil.	Thou.	Dol.	Percent
------	-------	------	---------

(Categories appropriate to individual form)

**NOTE**

Answer item 14 only if your Census File Number (CFN), shown in the address label of this report form, begins with a zero.

**Item 14 — OWNERSHIP, CONTROL, AND LOCATIONS OF OPERATION**

a. Is this company owned or controlled by another company?

097 1 ☐ YES →  
2 ☐ NO

ENTER OWNING OR CONTROLLING COMPANY NAME, ADDRESS, AND ZIP CODE

El No. (9 digits)

b. Does this company own or control any other company or companies?

098 1 ☐ YES →  
2 ☐ NO

ENTER OWNED OR CONTROLLED COMPANY NAME, ADDRESS, AND ZIP CODE

El No. (9 digits)

c. How many establishments were operated under the El Number shown in the address label (or as corrected in item 1) at the end of 1987?

Number

079

If more than one, provide the **physical location** address and other information indicated below for each establishment. The headquarters location should be listed on line 1, followed by other locations. If book figures are not available, estimates are acceptable. Continue with same format on a separate sheet if necessary.

NAME, ADDRESS, AND ZIP CODE		1987	Mil.	Thou.	Dol.
1			081		
	Sales				
	Annual payroll	082			
KIND-OF-BUSINESS DESCRIPTION			088		
TYPE OF OPERATION (Choose from Item 11)			089		
NAME, ADDRESS, AND ZIP CODE		1987	Mil.	Thou.	Dol.
2			081		
	Sales				
	Annual payroll	082			
KIND-OF-BUSINESS DESCRIPTION			088		
TYPE OF OPERATION (Choose from Item 11)			089		

Please attach a separate sheet for any explanations that may be essential in understanding your reported data.

**REMARKS** — Please use this space for any explanations that may be essential in understanding your reported data.

**Item 15 — CERTIFICATION** — This report is substantially accurate and has been prepared in accordance with instructions.

Period covered by this report →	FROM: Mo. Year	TO: Mo. Year
Name of person to contact regarding this report — Print or type		
Telephone →	Area code	Number
Signature of authorized person		Date



# APPENDIX C.

## Kind-of-Business Titles and Reporting-Form Numbers

Listed below are wholesale kind-of-business titles and their corresponding reporting-form numbers. Requests for copies of any of these forms, including the inquiries used to classify establishment by kind of business, should be directed to the Business Division, Bureau of the Census, Washington, DC 20233]

1987 SIC code	Title	Standard form CB-	Short form CB-	1987 SIC code	Title	Standard form CB-	Short form CB-
	<b>DURABLE GOODS</b>				<b>DURABLE GOODS—Con.</b>		
01	Motor vehicles and motor vehicle parts and supplies:			509	Miscellaneous durable goods:		
012	Automobiles and other motor vehicles .....	5012	5003	5091	Sporting and recreational goods and supplies .....	5041	5003
013	Motor vehicle supplies and new parts .....	5013	5003	5092	Toys and hobby goods and supplies .....	5041	5003
014	Tires and tubes .....	5013	5003	5093	Scrap and waste materials .....	5093	5003
015	Motor vehicle parts, used .....	5013	5003	5094	Jewelry, watches, precious stones, and precious metals .....	5094	5003
				5099	Durable goods, n.e.c. ....	5099	5003
02	Furniture and home furnishings:				<b>NONDURABLE GOODS</b>		
021	Furniture .....	5021	5001	511	Paper and paper products:		
023	Home furnishings .....	5021	5001	5111	Printing and writing paper .....	5111	5102
				5112	Stationery and office supplies .....	5111	5102
03	Lumber and other construction materials:			5113	Industrial and personal service paper .....	5111	5102
031	Lumber, plywood, millwork, and wood panels .....	5031	5001	512	Drugs, drug proprietaries, and druggists' sundries:		
032	Brick, stone, and related construction materials .....	5031	5001	5122	Drugs, drug proprietaries, and druggists' sundries .....	5122	5102
033	Roofing, siding, and insulation materials .....	5031	5001				
039	Construction materials, n.e.c. ....	5031	5001	513	Apparel, piece goods, and notions:		
				5131	Piece goods, notions, and other dry goods .....	5133	5102
04	Professional and commercial equipment and supplies:			5136	Men's and boys' clothing and furnishings .....	5136	5102
044	Photographic equipment and supplies .....	5041	5003	5137	Women's, children's and infants' clothing and accessories .....	5136	5102
044	Office equipment .....	5081	5002	5139	Footwear .....	5136	5102
045	Computers and computer peripheral equipment and software .....	5081	5002	514	Groceries and related products:		
046	Commercial equipment, n.e.c. ....	5081	5002	5141	Groceries, general line .....	5141	5101
047	Medical, dental, and hospital equipment and supplies .....	5086	5002	5142	Packaged frozen foods .....	5142	5101
048	Ophthalmic goods .....	5086	5002	5143	Dairy products, except dried or canned .....	5143	5101
049	Professional equipment and supplies, n.e.c. ....	5086	5002	5144	Poultry and poultry products .....	5144	5101
				5145	Confectionery .....	5145	5101
05	Metals and minerals, except petroleum:			5146	Fish and seafoods .....	5146	5101
051	Metals service centers and offices .....	5051	5003	5147	Meats and meat products .....	5147	5101
052	Coal and other minerals and ores .....	5052	5003	5148	Fresh fruits and vegetables .....	5148	5101
				5149	Groceries and related products, n.e.c. ....	5141	5101
06	Electrical goods:			515	Farm-product raw materials:		
063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	5063	5001	5153	Grain and field beans .....	5152	5103
				5154	Livestock .....	5154	5103
064	Electrical appliances, television and radio sets .....	5063	5001	5159	Farm-product raw materials, n.e.c. ....	5152	5103
065	Electronic parts and equipment, n.e.c. ....	5063	5001	516	Chemicals and allied products:		
				5162	Plastics materials and basic forms and shapes .....	5161	5102
07	Hardware, and plumbing and heating equipment and supplies:			5169	Chemicals and allied products, n.e.c. ....	5161	5102
072	Hardware .....	5072	5001	517	Petroleum and petroleum products:		
074	Plumbing and heating equipment and supplies (hydronics) .....	5072	5001	5171	Petroleum bulk stations and terminals .....	5171	'NA
075	Warm air heating and air-conditioning equipment and supplies .....	5072	5001	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	5171	'NA
078	Refrigeration equipment and supplies .....	5072	5001				
08	Machinery, equipment, and supplies:			518	Beer, wine, and distilled alcoholic beverages:		
082	Construction and mining (except petroleum) machinery and equipment .....	5082	5002	5181	Beer and ale .....	5181	5103
				5182	Wine and distilled alcoholic beverages .....	5181	5103
083	Farm and garden machinery and equipment .....	5083	5002	519	Miscellaneous nondurable goods:		
084	Industrial machinery and equipment .....	5084	5002	5191	Farm supplies .....	5191	5102
085	Industrial supplies .....	5085	5002	5192	Books, periodicals, and newspapers .....	5199	5102
087	Service establishment equipment and supplies .....	5087	5002	5193	Flowers, nursery stock, and florists' supplies .....	5199	5102
088	Transportation equipment and supplies, except motor vehicles .....	5088	5002	5194	Tobacco and tobacco products .....	5194	5102
				5198	Paints, varnishes, and supplies .....	5198	5102
				5199	Nondurable goods, n.e.c. ....	5199	5102

<sup>1</sup>Petroleum wholesalers were all sent form CB-5171.





## **APPENDIX D. Metropolitan Statistical Areas**

[Titles and definitions shown for MSA's, PMSA's, and CMSA's are those established by the Office of Management and Budget, as of June 30, 1987]

### **UTAH**

#### **Provo-Orem, UT MSA**

Utah County, UT

#### **Salt Lake City-Ogden, UT MSA**

Davis County, UT

Salt Lake County, UT

Weber County, UT





# APPENDIX E.

## Percent of Sales Data Based on Administrative Records and Estimation for the State: 1987

[For meaning of abbreviations and symbols and for more information on reliability of data, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, see appendix A]

1987 SIC code	Kind of business	Percent of sales†—		1987 SIC code	Kind of business	Percent of sales†—	
		From administra- tive records¹	Estimated²			From administra- tive records¹	Estimated²
	Wholesale trade .....	0	0		Wholesale trade—Con.		
50	Durable goods .....	0	0	50	Durable goods—Con.		
501	Motor vehicles and motor vehicle parts and supplies .....	0	0	509	Miscellaneous durable goods .....	1	0
5012	Automobiles and other motor vehicles .....	0	0	5091	Sporting and recreational goods and supplies .....	0	0
5013	Motor vehicle supplies and new parts .....	0	0	5092	Toys and hobby goods and supplies .....	0	0
5014	Tires and tubes .....	0	1	5093	Scrap and waste materials .....	1	0
5015	Motor vehicle parts, used .....	0	2	5094	Jewelry, watches, precious stones, and precious metals ..	3	0
				5099	Durable goods, n.e.c. ....	1	1
502	Furniture and home furnishings .....	0	0	51	Nondurable goods .....	0	0
5021	Furniture .....	0	0	511	Paper and paper products .....	0	0
5023	Home furnishings .....	0	1	5111	Printing and writing paper .....	0	0
				5112	Stationery and office supplies .....	0	0
503	Lumber and other construction materials .....	2	0	5113	Industrial and personal service paper .....	0	0
5031	Lumber, plywood, millwork, and wood panels .....	3	0	512	Drugs, drug proprietaries, and druggists' sundries .....	0	0
5032	Brick, stone, and related construction materials .....	0	1	5122	Drugs, drug proprietaries, and druggists' sundries .....	0	0
5033	Roofing, siding, and insulation materials .....	0	0				
5039	Construction materials, n.e.c. ....	0	1	513	Apparel, piece goods, and notions .....	1	0
504	Professional and commercial equipment and supplies .....	0	0	5131	Piece goods, notions, and other dry goods .....	(D)	(D)
5043	Photographic equipment and supplies .....	4	0	5136	Men's and boys' clothing and furnishings .....	0	1
5044	Office equipment .....	0	1	5137	Women's, children's and infants' clothing and accessories .....	2	0
5045	Computers and computer peripheral equipment and software .....	0	0	5139	Footwear .....	(D)	(D)
5046	Commercial equipment, n.e.c. ....	1	0	514	Groceries and related products .....	0	0
5047	Medical, dental, and hospital equipment and supplies .....	0	0	5141	Groceries, general line .....	0	0
5048	Ophthalmic goods .....	2	1	5142	Packaged frozen foods .....	0	0
5049	Professional equipment and supplies, n.e.c. ....	1	0	5143	Dairy products, except dried or canned .....	0	0
				5144	Poultry and poultry products .....	0	0
505	Metals and minerals, except petroleum .....	0	0	5145	Confectionery .....	0	0
5051	Metals service centers and offices .....	0	0	5146	Fish and seafoods .....	0	1
5052	Coal and other minerals and ores .....	1	0	5147	Meats and meat products .....	0	1
				5148	Fresh fruits and vegetables .....	0	1
				5149	Groceries and related products, n.e.c. ....	0	0
506	Electrical goods .....	0	1	515	Farm-product raw materials .....	0	0
5063	Electrical apparatus and equipment, wiring supplies, and construction materials .....	0	1	5153	Grain and field beans .....	0	0
5064	Electrical appliances, television and radio sets .....	0	0	5154	Livestock .....	0	0
5065	Electronic parts and equipment, n.e.c. ....	0	1	5159	Farm-product raw materials, n.e.c. ....	1	0
				516	Chemicals and allied products .....	0	0
507	Hardware, and plumbing and heating equipment and supplies .....	1	0	5162	Plastics materials and basic forms and shapes .....	0	0
5072	Hardware .....	2	0	5169	Chemicals and allied products, n.e.c. ....	0	0
5074	Plumbing and heating equipment and supplies (hydronics) .....	0	1	517	Petroleum and petroleum products .....	0	0
5075	Warm air heating and air-conditioning equipment and supplies .....	0	0	5171	Petroleum bulk stations and terminals .....	0	0
5078	Refrigeration equipment and supplies .....	0	1	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	0	0
508	Machinery, equipment, and supplies .....	0	0	518	Beer, wine, and distilled alcoholic beverages .....	1	0
5082	Construction and mining (except petroleum) machinery and equipment .....	0	1	5181	Beer and ale .....	(D)	(D)
5083	Farm and garden machinery and equipment .....	0	0	5182	Wine and distilled alcoholic beverages .....	(D)	(D)
5084	Industrial machinery and equipment .....	0	0	519	Miscellaneous nondurable goods .....	0	0
5085	Industrial supplies .....	0	0	5191	Farm supplies .....	0	1
5087	Service establishment equipment and supplies .....	1	1	5192	Books, periodicals, and newspapers .....	0	0
5088	Transportation equipment and supplies, except motor vehicles .....	0	0	5193	Flowers, nursery stock, and florists' supplies .....	0	0
				5194	Tobacco and tobacco products .....	0	0
				5198	Paints, varnishes, and supplies .....	0	0
				5199	Nondurable goods, n.e.c. ....	2	1

† Coverage symbols: 0—Less than 10 percent; 1—10 to 19 percent; 2—20 to 29 percent; 3—30 to 39 percent; 4—40 to 49 percent; 5—50 to 59 percent; 6—60 to 69 percent; 7—70 to 79 percent; 8—80 to 89 percent; 9—90 percent or more.

¹Includes sales information obtained from administrative records of other Federal agencies.

²Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.





## **APPENDIX F. Geographic Notes**

### **UTAH**

**Park City** is in Summit and Wasatch Counties.

**Sandy** name was changed from Sandy City in August 1983.





# APPENDIX G.

## Establishments in Business Any Time During Year and Establishments in Business at End of Year Based on 1972 Standard Industrial Classifications for the State: 1987 and 1982

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Kind of business	Establishments in business —			
			Any time during year		At end of year	
			1987	1982	1987	1982
		Wholesale trade .....	2 934	2 732	2 740	2 585
50		Durable goods .....	2 002	1 861	1 863	1 778
501		Motor vehicles and automotive parts and supplies .....	303	282	281	272
5012	5012	Automobiles and other motor vehicles .....	43	43	41	42
5013	5013	Automotive parts and supplies .....	237	214	222	206
	5015 pt.	Motor vehicle supplies and new parts .....	223	205	208	197
		Motor vehicle parts, used .....	14	9	14	9
5014	5014	Tires and tubes .....	23	25	18	24
502		Furniture and homefurnishings .....	98	90	91	86
5021	5021	Furniture .....	50	45	45	43
5023	5023	Homefurnishings .....	48	45	46	43
503		Lumber and other construction materials .....	140	146	127	135
5031	5031	Lumber, plywood, millwork, and wood panels .....	45	50	36	47
5039		Construction materials, n.e.c. ....	95	96	91	88
	5032	Brick, stone, and related construction materials .....	25	26	25	24
	5033	Roofing, siding, and insulation materials .....	25	21	25	21
	5039	Construction materials, n.e.c. ....	45	49	41	43
504		Sporting, recreational, photographic, and hobby goods, toys and supplies .....	61	40	60	39
5041	5091	Sporting and recreational goods and supplies .....	36	22	36	22
5042	5092	Toys and hobby goods and supplies .....	15	10	14	10
5043	5043	Photographic equipment and supplies .....	10	8	10	7
505		Metals and minerals, except petroleum .....	53	64	51	58
5051	5051	Metals service centers and offices .....	48	60	46	54
5052	5052	Coal and other minerals and ores .....	5	4	5	4
506		Electrical goods .....	258	236	245	227
5063		Electrical apparatus and equipment, wiring supplies, and construction materials ..	130	121	122	114
	5063	Electrical apparatus and equipment, wiring supplies, and construction materials ..	105	-	97	-
	5065 pt.	Electronic parts and equipment, n.e.c. ....	10	-	10	-
	5084 pt.	Industrial machinery and equipment .....	15	-	15	-
5064	5064	Electrical appliances, television and radio sets .....	28	33	27	32
5065	5065 pt.	Electronic parts and equipment, n.e.c. ....	100	82	96	81
507		Hardware, and plumbing and heating equipment and supplies .....	180	170	156	164
5072	5072	Hardware .....	52	40	47	39
5074	5074	Plumbing and heating equipment and supplies (hydronics) .....	78	81	62	78
5075	5075	Warm air heating and air-conditioning equipment and supplies .....	37	32	36	30
5078	5078	Refrigeration equipment and supplies .....	13	17	11	17
508		Machinery, equipment, and supplies .....	779	721	731	693
5081		Commercial machines and equipment .....	213	151	202	145
	5044	Office equipment .....	72	-	69	-
	5045	Computers and computer peripheral equipment and software .....	108	-	106	-
	5046	Commercial equipment, n.e.c. ....	33	34	27	34
5082	5082	Construction and mining (except petroleum) machinery and equipment .....	59	61	53	58
5083	5083	Farm and garden machinery and equipment .....	58	62	54	61
5084	5084 pt.	Industrial machinery and equipment .....	187	186	179	180
5085	5085	Industrial supplies .....	94	107	86	104
5086		Professional equipment and supplies .....	84	83	77	77
	5047	Medical, dental, and hospital equipment and supplies .....	53	38	51	37
	5048	Ophthalmic goods .....	14	18	11	15
	5049	Professional equipment and supplies, n.e.c. ....	17	27	15	25
5087	5087	Service establishment equipment and supplies .....	69	59	67	57
5088	5088	Transportation equipment and supplies, except motor vehicles .....	15	12	13	11
509		Miscellaneous durable goods .....	130	112	121	104
5093	5093	Scrap and waste materials .....	55	44	51	42
5094	5094	Jewelry, watches, precious stones, and precious metals .....	28	18	25	17
5099	5099 pt.	Durable goods, n.e.c. ....	47	50	45	45
51		Nondurable goods .....	932	871	877	807
511		Paper and paper products .....	96	71	92	70
5111	5111	Printing and writing paper .....	12	10	11	10
5112	5112	Stationery and office supplies .....	64	47	61	46
5113	5113	Industrial and personal service paper .....	20	14	20	14

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Kind of business	Establishments in business—			
			Any time during year		At end of year	
			1987	1982	1987	1982
51		<b>Nondurable goods—Con.</b>				
512		Drugs, drug proprietaries, and druggists' sundries .....	40	26	37	26
5122	5122	Drugs, drug proprietaries, and druggists' sundries .....	40	26	37	26
513		Apparel, piece goods, and notions .....	50	37	46	31
5133	5131 pt.	Piece goods .....	10	9	10	8
5134	5131 pt.	Notions and other dry goods .....	6	4	5	3
5136	5136	Men's and boys' clothing and furnishings .....	10	5	9	4
5137	5137	Women's, children's, and infants' clothing and accessories .....	21	15	19	12
5139	5139	Footware .....	3	4	3	4
514		Groceries and related products .....	289	268	272	257
5141	5141	Groceries, general line .....	40	31	39	29
5142	5142	Packaged frozen foods .....	18	16	17	16
5143	5143	Dairy products, except dried or canned .....	17	22	16	21
5144	5144	Poultry and poultry products .....	11	19	11	19
5145	5145	Confectionery .....	21	20	19	19
5146	5146	Fish and seafoods .....	4	4	3	3
5147	5147	Meats and meat products .....	32	28	31	26
5148	5148	Fresh fruits and vegetables .....	42	37	39	36
5149	5149	Groceries and related products, n.e.c. ....	104	91	97	88
515		Farm-product raw materials .....	40	46	36	42
5152	5159 pt.	Cotton .....	—	1	—	1
5153	5153	Grain and field beans .....	19	23	17	23
5154	5154	Livestock .....	11	14	9	11
5159	5159 pt.	Farm-product raw materials, n.e.c. ....	10	8	10	7
516		Chemicals and allied products .....	91	78	84	76
5161	5162 5169	Chemicals and allied products .....	91	78	84	76
		Plastics materials and basic forms and shapes .....	13	14	13	14
		Chemicals and allied products, n.e.c. ....	78	64	71	62
517		Petroleum and petroleum products .....	87	130	83	103
5171	5171	Petroleum bulk stations and terminals .....	57	87	56	64
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals .....	30	43	27	39
518		Beer, wine, and distilled alcoholic beverages .....	22	17	20	17
5181	5181	Beer and ale .....	19	16	17	16
5182	5182	Wine and distilled alcoholic beverages .....	3	1	3	1
519		Miscellaneous nondurable goods .....	217	198	207	185
5191	5191	Farm supplies .....	67	74	62	72
5194	5194	Tobacco and tobacco products .....	5	7	5	7
5198	5198	Paints, varnishes and supplies .....	29	32	28	30
5199	5099 pt. 5192 5193 5199	Nondurable goods, n.e.c. ....	116	85	112	76
		Durable goods, n.e.c. ....	7	—	7	—
		Books, periodicals, and newspapers .....	21	20	21	19
		Flowers, nursery stock, and florists' supplies .....	22	14	22	13
		Nondurable goods, n.e.c. ....	66	—	62	—



# APPENDIX H.

## Changes in Wholesale Trade Kind-of-Business Classifications for 1987

Based on revisions to the Standard Industrial Classification (SIC) Manual, definitions of some kinds of business were changed for 1987. The significant changes in SIC codes from 1972 to 1987 are listed below. For industries other than those listed, the SIC definitions are the same as those used since 1972, or contain only minor revisions affecting the classification of few, if any, establishments.]

1987 SIC (used for 1987 census reports)

1972 SIC (used for 1972, 1977, and 1982 census reports)

Code	Title	Code	Title
13	Motor vehicle supplies and new parts .....	5013 pt.	Automotive parts and supplies (except used)
15	Motor vehicle parts, used .....	[ 5013 pt. 5931 pt.	Used automotive parts, equipment and supplies (wholesale) Used automotive parts, equipment and supplies (retail)
23	Home furnishings <sup>1</sup> .....	5023	Home furnishings <sup>1</sup>
32	Brick, stone, and related construction materials .....	5039	Construction materials, n.e.c.
33	Roofing, siding, and insulation materials .....		
39	Construction materials, n.e.c. ....		
44	Office equipment .....	5081	Commercial machines and equipment
45	Computers and computer peripheral equipment and software .....		
46	Commercial equipment, n.e.c. ....		
47	Medical, dental, and hospital equipment and supplies .....	5086	Professional equipment and supplies
48	Ophthalmic goods .....		
49	Professional equipment and supplies, n.e.c. ....		
563	Electrical apparatus and equipment, wiring supplies, and construction materials ....	5063 pt.	Electrical apparatus and equipment, wiring supplies, and construction materials <sup>2</sup>
565	Electronic parts and equipment, n.e.c. ....	[ 5065 5063 pt.	Electronic parts and equipment Electrical apparatus and equipment, wiring supplies, and construction materials <sup>3</sup>
582	Construction and mining (except petroleum) machinery and equipment <sup>1</sup> .....	5082	Construction and mining machinery and equipment
584	Industrial machinery and equipment .....	[ 5084 5063 pt.	Industrial machinery and equipment Electrical apparatus and equipment, wiring supplies and construction materials <sup>4</sup>
591	Sporting and recreational goods and supplies <sup>1</sup> .....	5041	Sporting and recreational goods and supplies
592	Toys and hobby goods and supplies <sup>1</sup> .....	5042	Toys and hobby goods and supplies
594	Jewelry, watches, precious stones, and precious metals <sup>1</sup> .....	5094	Jewelry, watches, diamonds, and other precious stones <sup>1</sup>
599	Durable goods, n.e.c. ....	[ 5099 5199 pt.	Durable goods, n.e.c. Nondurable goods, n.e.c. <sup>5</sup>
512	Stationery and office supplies <sup>1</sup> .....	5112	Stationery supplies <sup>1</sup>
513	Piece goods, notions, and other dry goods .....	[ 5133 5134	Piece goods (woven fabrics) Notions and other dry goods
5142	Packaged frozen foods <sup>1</sup> .....	5142	Frozen foods <sup>1</sup>
5143	Dairy products, except dried or canned <sup>1</sup> .....	5143	Dairy products <sup>1</sup>
5153	Grain and field beans <sup>1</sup> .....	5153	Grain <sup>1</sup>
5152	Farm-product raw materials, n.e.c. ....	[ 5152 5159	Cotton Farm-product raw materials, n.e.c.
5161	Plastics materials and basic forms and shapes .....	5161	Chemicals and allied products
5169	Chemicals and allied products, n.e.c. ....		
5199	Books, periodicals, and newspapers .....		
5199	Flowers, nursery stock, and florists' supplies .....	5199	Nondurable goods, n.e.c. <sup>6</sup>
5199	Nondurable goods, n.e.c. ....		

<sup>1</sup>No change in content.

<sup>2</sup>Excluding electrical communications equipment now in SIC 5065 and electrical measuring and testing equipment now in SIC 5084.

<sup>3</sup>Electrical communications equipment part only, now in SIC 5065.

<sup>4</sup>Electrical measuring and testing equipment part only, now in SIC 5084.

<sup>5</sup>General merchandise, durable part only, now in SIC 5099.

<sup>6</sup>All of SIC 5199 except durable goods general merchandise wholesalers. In 1972, all general merchandise wholesalers were in SIC 5199, for 1987 general merchandise wholesalers selling mainly durable goods were moved to SIC 5099.





# PUBLICATION PROGRAM

## 1987 CENSUS OF WHOLESALE TRADE

Publications of the 1987 Census of Wholesale Trade, containing data on wholesale trade establishments with payroll in the United States, are described below. Publications order forms for the specific reports may be obtained from any Department of Commerce district office or from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, DC 20233. The first results were issued in press releases. Final detailed statistics are issued in separate paperbound reports.

### Final Reports

#### Geographic area series—52 reports WC87-A-1 to -52)

A separate paperbound report is being published for each State, the District of Columbia, and the United States. Each report presents general statistics on number of establishments, sales, payroll, employment, operating expenses, and inventories for all establishments with payroll. At the State level, data also are presented separately for the following types of wholesale operation: merchant wholesalers; manufacturers' sales branches and offices; and agents, brokers, and commission merchants. Less type-of-operation detail is shown below the State level. For States, MSA's, and counties and places with 200 wholesale establishments or more, statistics are presented by kind of business. Greater kind-of-business detail is shown for larger areas. In addition, data are shown for all places with 2,500 inhabitants or more and all counties (with no kind-of-business detail). For each State, the District of Columbia, and the United States, 1982 data are provided on sales and employees per establishment, sales and payroll per employee, payroll as a percent of operating expenses, and operating expenses and end-of-year inventories as percentages of sales. Comparative statistics showing percent changes in sales and payroll between 1982 and 1987 also are shown by kind of business.

#### Subject series—4 reports WC87-S-1 to 4)

The first report (WC87-S-1) presents data based on size of establishment, size of company or firm (firm size is based on all establishments operated by a firm within the same kind of business or kind-of-business group for which data are presented), and legal form of organization. Establishment statistics are presented by sales size and by employment size; statistics for firms, by sales size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits). Statistics are presented by kind of business on the number of establishments, sales, payroll, and employment for the United States.

A report (WC87-S-2) on measures of value produced, capital expenditures, depreciable assets, and operating expenses presents data for the United States by major kinds of business. Data also are provided on sales, purchases, and beginning and ending inventories. Measures of value produced include gross margin,

value added, and net income produced at market prices and factor costs. Operating expenses include annual payroll, supplemental labor costs, purchased services, etc.

The commodity line sales report (WC87-S-3) presents data on major categories of commodities sold by wholesale kinds of business for the United States. Data for 15 selected MSA's and 15 selected States will be issued on microfiche only. Tables present data for each kind of business and show, for each commodity line, the number of establishments handling the line and their sales of the line; the percentage of total sales of the kind of business accounted for by each of the lines carried; and, for establishments actually handling a specific line, the percentage of their total sales represented by sales of that line. Summary statistics also are provided for the broad commodity line categories, including counts of establishments and the amount and percent of the line sold by various kinds of wholesale businesses.

A miscellaneous subjects report (WC87-S-4) contains data by kind of business on employment by principal activity, sales by class of customer, inventory valuation methods, commissions and gross selling value of business conducted for others by agents and brokers, and on petroleum bulk stations and terminals. Data are presented for the United States as a whole and, for petroleum bulk stations and terminals, for States and counties.

### Microfiche

Every final published report in the 1987 Census of Wholesale Trade will be available on microfiche.

### Public-Use Computer Tapes and Compact Discs

Selected data also are available on public-use computer tapes and compact discs-read only memory (CD-ROM). For the selected data, these tapes and discs will provide the same information found in the final reports as well as additional information not published in the final reports, such as commodity line sales data for States (WC87-S-3). Computerized data products are available for users who wish to summarize, rearrange, or process large amounts of data. These products, with corresponding technical documentation, are sold by Data User Services Division, Customer Services (Tapes), Bureau of the Census, Washington, DC 20233.

### OTHER ECONOMIC CENSUSES REPORTS

Data on retail trade, service industries, construction industries, manufactures, mineral industries, transportation, enterprise statistics, minority-owned business enterprises, and women-owned businesses also are available from the 1987 Economic Censuses. A separate series of reports covers the censuses of outlying areas—Puerto Rico, Virgin Islands of the United States, Guam, and the Northern Marianas. Separate announcements describing these reports are available free of charge from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, DC 20233.









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